

# Autumn Fair 2019

## Sourcing



 **PAIH**  
Grupa PFR

**Sourcing**

**AUTUMNFAIR**  
1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

# Contents

- About Autumn Fair
- A snapshot of the audience
- Who will you meet?
- UK retail market overview
- Why the UK market?
- New to 2019 - Sourcing
- Autumn Fair 2019 floorplan
- Exclusive Sourcing extras
- Exclusive to the Autumn Fair Sourcing sector
- Autumn Fair 2018 – Brands of China feedback
- Marketing opportunities



Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

## About Autumn Fair

Run by ITE Group, one of the world's leading organisers of international exhibitions and conferences, Autumn Fair is the season's leading wholesale gift and home trade event in the UK.

Taking place from the 1-4<sup>th</sup> September, just before Christmas - a pivotal buying point in the UK retail calendar, Autumn Fair brings 22,000 UK and international visitors together, to one all-encompassing retail marketplace.

- **22,000 visitors** attended in 2018
- **70% of visitors** have purchasing responsibility
- **Over 3,000 Wholesalers, Distributors and Agents** attended.
- 19% of visitor have a **budget spend of over £250,000**
- **31% of visitors** are responsible for private label purchases

“This show has given us the opportunity to meet British and European buyers. (These markets) are new markets we would like to develop, thus (being at the show) helps us immensely and we are really grateful for being here at the show.”

Tina Qin  
CEO, DONGGUAN EMAK CRAFT GIFT CO., LTD

Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM



# A snapshot of the audience

TOTAL AUDIENCE

22,000

retail trade visitors

77

countries from 6 continents

93%

UK



**Sourcing**

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM



# A snapshot of the audience

## VISITORS

79%

of visitors have an influence on purchasing decisions for their business

69%

of visitors did not attend any other event in the last 12 months

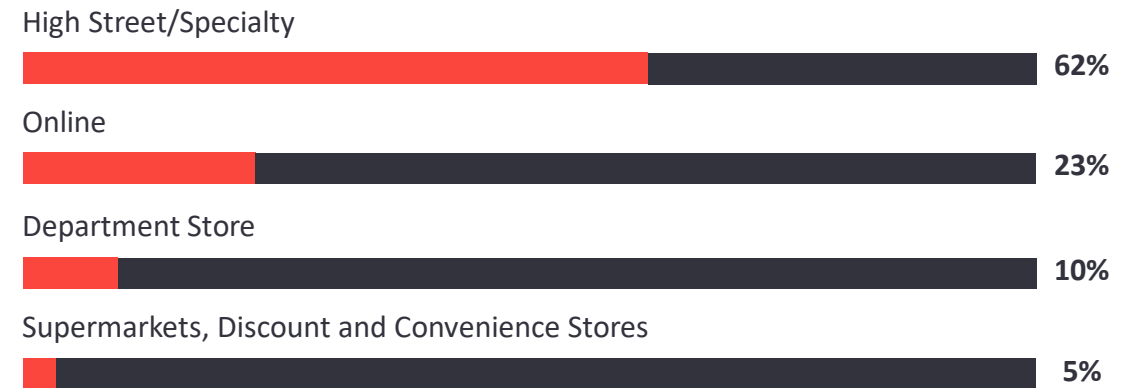
67%

of visitors believe Autumn Fair is crucial to their business success and are loyal/returning visitors

37%

of visitors attended Autumn Fair in 2018 for the first time

## RETRAILER BREAKDOWN



**Sourcing**

**AUTUMNFAIR**

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

# Who will you meet?

## INDEPENDENTS

ABRAXAS  
cookshop

Alligator  
PEAR

between the lines

QWERKITY  
*Only and unusual gifts for anyone*



## DEPARTMENT STORES

DEBENHAMS

Fenwick

Harrods

JOHN  
LEWIS  
& PARTNERS

SELFRIDGES & CO

## ONLINE

ASOS  
discover fashion online

moonpig

THE  
TRIPLE  
NET

HOT ON  
THE HIGH  
STREET  
CO.

wayfair

## MULTIPLES

Dunelm

Hamleys

JO

OLIVER BONAS

Papurchase

## GARDEN CENTRES

Dobbies  
GARDEN CENTRES

Kewatts

Scotsdales

Wyevale  
garden  
centres

## DESTINATIONS

MERLIN  
ENTERTAINMENTS

National  
Trust

NATURAL  
HISTORY  
MUSEUM

ZSL | LONDON ZOO

# Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

## UK retail market overview

Retailing is a large and vital part of the UK economy, and for the UK consumer, shopping has become a key leisure activity and an important part of people's lives. More than a third of all UK consumer spending goes through shops.

UK retailing is one of the most exciting markets in the world for the way that new ideas are emerging and with it some world-class retailers that are becoming true omni-channel businesses.

1	Total value of UK retail sales in 2017	<b>£366 Billion</b>
2	People employed in UK retail in 2017	<b>2.9 million</b>
3	Proportion of consumer spending that goes through retail	<b>1/3</b>
4	Proportion of retail sales made online in 2017	<b>16%</b>
5	Growth in UK retail sales in 2017	<b>4.3%</b>
6	Total number of VAT-registered retailers in the UK	<b>196,800</b>
7	Total number of retail outlets in the UK	<b>294,280</b>
8	Amount retail generates of total GDP (GVA)	<b>5%</b>
9	Average annual growth of online retail sales in 2017	<b>16%</b>

**Sourcing**

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

# Why the UK market?

1

## The economy

UK remains resilient despite uncertainty

2

## Strong growth

One of the fastest growing European economies  
**+2.8%, 2017-2018**

3

## Easy to operate

The UK welcomes business with low business taxes

4

## The UK consumer

Continues to love shopping - harder to please but happy to buy new and interesting products

5

## Open-minded

UK retailers know that they will only attract customers through constant newness. They are prepared to search the world for those new products and new suppliers to keep customers coming back

6

## Booming e-commerce

UK leading the world in e-commerce sales as % of total retail sales. This is boosting demand for new product and opens up enormous market potential

7

## World-class retailing

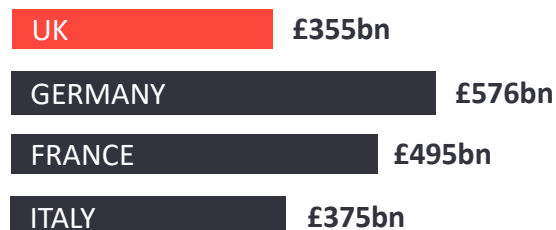
Having learnt how to operate in good and bad times, UK retail is transforming to be ready for the new retail landscape



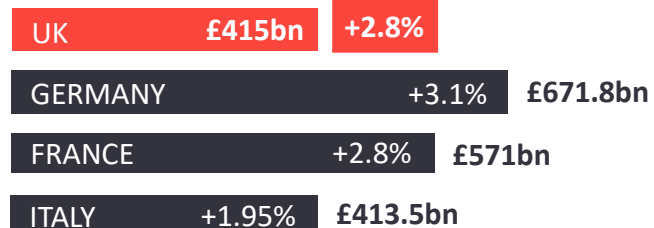
# Why the UK market?

## PROJECTED RETAIL SALES GROWTH 2017-2022

2017



2022



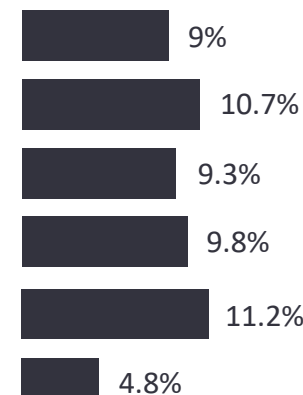
(Planet Retail/RNG). Growth rate in local currency

“Supplier countries, skills in design and production quality, delivered at low-cost, allows UK retailers to focus on the business they know the best: selling to the customer.”

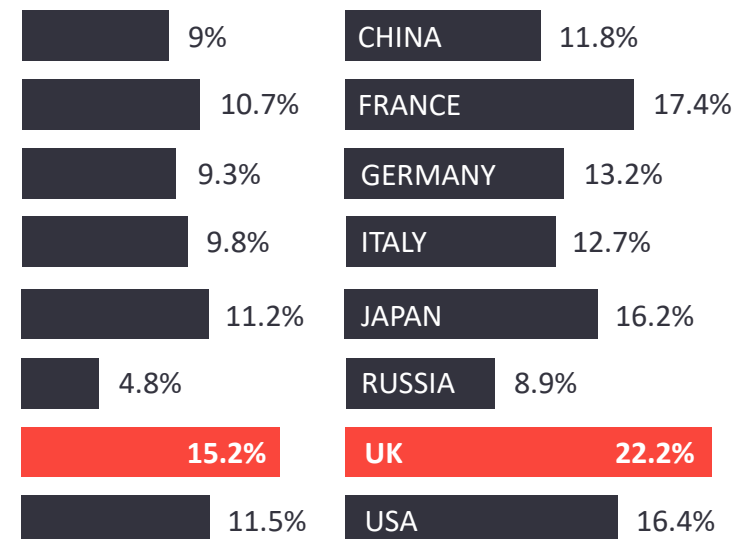
Ekrem Utku  
CEO, World Brands Consulting

## UK LEADS THE WORLD IN e-COMMERCE

2017



2022



Online sales as % of retail. (Planet Retail/RNG).

Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

## New for 2019

In 2019, **Sourcing** will be a brand new platform of the best manufacturers from key sourcing regions around the world.

The new sector builds on the show's 16 successful years hosting Brands of China, a dedicated sector showcasing Chinese wholesalers and manufacturers.

Sourcing will be open from Sunday 1<sup>st</sup> September to Thursday 4<sup>th</sup> September.

Sourcing will be sectorised and curated into 5 key consumer areas:

- **Gifts**
- **Toys**
- **Fashion**
- **Kitchen & Dining**
- **Textiles**

Sourcing will highlight the new products and manufacturing capabilities of exhibitors from key fabricating regions, to a carefully curated selection of buyers, providing a highly transactional and high ROI opportunity.

Offering the best route to access the UK and European gift and homeware retail market, Autumn Fair will deliver a visitor base of suppliers with procurement/supply chain responsibility, as well as a select group of validated Autumn Fair retailers.

Tailor made match-making will connect you to the most suitable suppliers among the 1,300 Autumn Fair exhibitors and more.



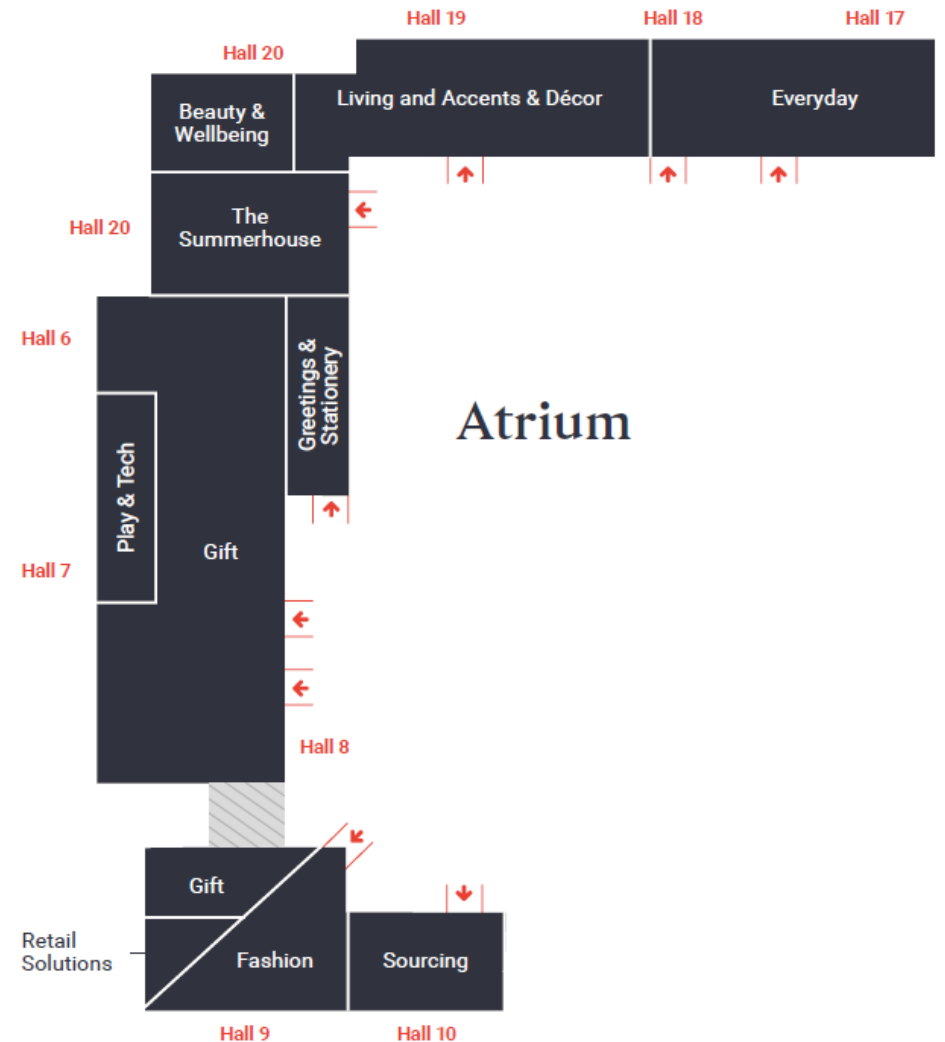
# Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

# 2019 Floorplan

Over 1,300 exhibitors across 11 sectors attend the event showcasing amazing brands, new products, compelling retail insight and endless inspiration.



“The show is very good, my products are very popular and we’ve found a wholesale partner which we are very happy about.”

Ding Xuehui,  
General Manager Heishan Tony Gift Co Ltd

Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

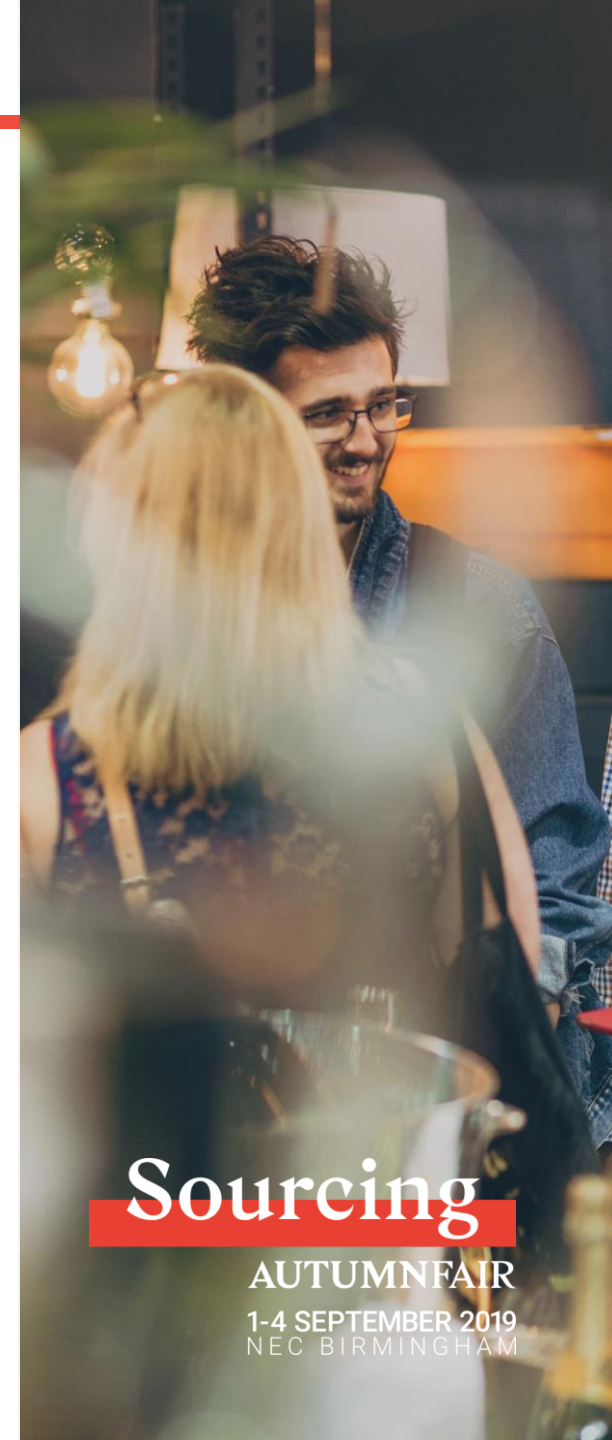


# Exclusive Sourcing Extras

There are a number of exclusive extras available to Sourcing exhibitors, to showcase their manufacturing capabilities in a highly curated environment, to the best of the UK and European gift and homeware markets

## 1. Access to suppliers

- Be a part of a highly concentrated trade show environment providing access to the UK and European retail market.
- Have access to 1,300 Autumn Fair suppliers representing the best of the UK and European gift and homeware markets.
- Meet key selected buyers with procurement / supply chain responsibility.
- Gain access to selected buyers from large multiples with £10m revenue turnover.
- Be one of only 120 manufacturers, and become a part of an exclusive business environment.
- Key suppliers and buyers will be targeted with a dedicated marketing campaign to promote the value of Sourcing as a must attend event.



**Sourcing**

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM

# Exclusive Sourcing Extras

## 2. Exclusive matchmaking and one-to-one meeting service

- Access to an exclusive one to one matchmaking service with pre-selected appointments before the show. These chosen buyers will be relevant to your business.
- Meet selected international buyers as part of a buyer programme. These buyers will receive tours around Sourcing tailored to their area of interest with multiple meetings in place to meet with relevant exhibitors and associations.
- Access to AF Product Match, an online App that matches your products to buyers. Use the App to view the list of pre-registered visitors, connect with buyers before the show and schedule meetings for your time onsite.



Sourcing

AUTUMNFAIR

1-4 SEPTEMBER 2019  
NEC BIRMINGHAM



# Exclusive Sourcing Extras

## 3. Dedicated seminar theatre

- Sourcing will be supported by a dedicated seminar theatre. Providing professional buyers and procurement teams with unique insight into the market trends and developments that impact their own buying strategies.
- Sourcing will furnish buyers with the latest intelligence to give them the confidence to open the doors to new market places.



# Offer for PAIH Companies

## Stand Space Only

- Autumn Fair – £294 per sqm
- Including 5 prescheduled B2B meetings per day for each company

## Shell scheme

- Shell scheme build only- £403 per sqm  
(Including 5 prescheduled B2B meetings per day for each company)
- Shell scheme including furniture packages

- Up to 5 companies ( up to 36 sqm)- £550 per sqm
- From 6 companies ( from 54 sqm)- £403 per sqm

## Clad scheme

- Clad scheme including furniture packages
- (Including 5 prescheduled B2B meetings per day for each company)
- Up to 5 companies ( up to 36 sqm)- £600 per sqm
- From 6 companies ( from 54 sqm)- £453 per sqm

