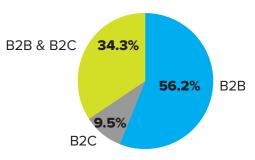
GRAPHIC AND SIGN SCORECARD

COMPANY OVERALL

71.5% - less than 20 employees

73.0% - sales up to \$3M

59.8% - more than 20 years in business



Industry convergence

Printers expand their services in

Commercial Printing (26.4%)

Apparel Decoration (13.2%)

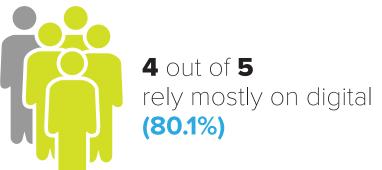
Package Printing/Converting (8.3%)

Average revenue contribution

Functional Printing (20.5%)

Package Printing/Converting (17.0%)

OPERATIONS



70.0% use more than 50.0% of their potential production

The majority (81.3%) provide finishing services, with the most popular being installation (68.8%) and lamination (68.8%)

MARKETS & PRODUCTS

is the average number of products offered.

The most popular products:



Window graphics



Banners/soft signage/flags (84.3%)



Label/decal (76.5%)

is the average number of markets served.

The most popular markets:



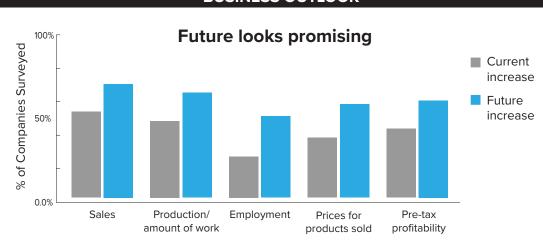
Educational institutions (65.3%)



Corporate branding (64.8%)



BUSINESS OUTLOOK



Industry confidence





