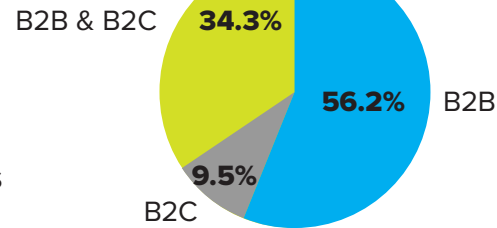


COMPANY OVERALL

71.5% - less than 20 employees

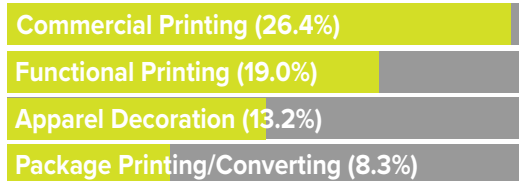
73.0% - sales up to \$3M

59.8% - more than 20 years in business

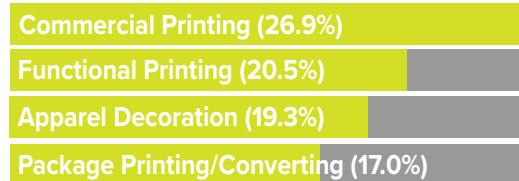


Industry convergence

Printers expand their services in



Average revenue contribution



OPERATIONS



4 out of 5  
rely mostly on digital  
(80.1%)

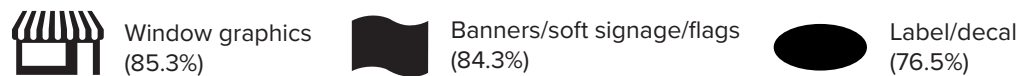
70.0%  
use more than  
50.0%  
of their potential  
production

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

MARKETS & PRODUCTS

8 is the average number of products offered.

The most popular products:



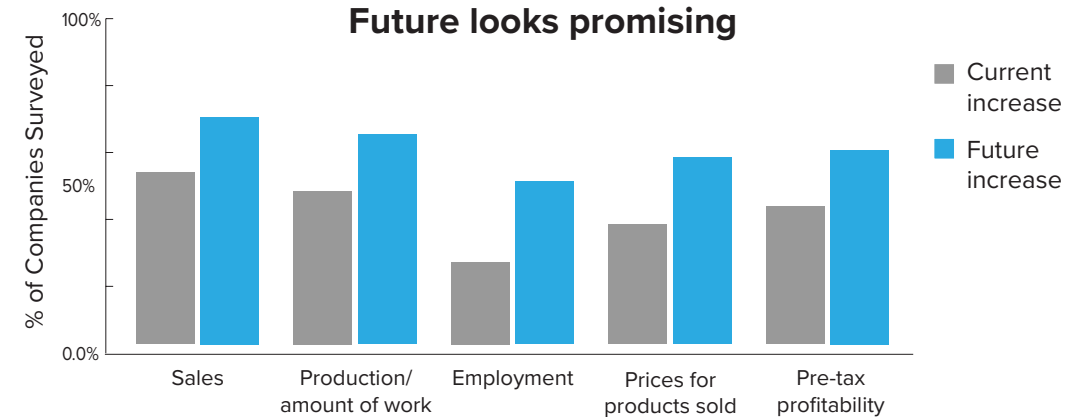
7 is the average number of markets served.

The most popular markets:



BUSINESS OUTLOOK

Future looks promising



Industry confidence

