



GOSS | INTERNATIONAL

AT



International Newspaper Group

Hyatt Regency, Chicago,
11th & 12th September, 2015

Company Update

- SEC and American Industrial Partners (AIP) entered into a new ownership agreement
- AIP has a broad portfolio of investments including past and current holdings in printing equipment manufacturers
- Operationally oriented with an unparalleled track record of investments in American businesses that serve global markets
- Total of 30 press orders over the last 18 months. 29 of those built or to be built in NH

Ink on Paper:

How Much Money Do We Still Need to make?

STRATEGY

- 1. Strategic position**
- 2. Strategic choices**
- 3. Strategy in action**



Staten Island Advance

- Once a typical masthead newspaper printer running a large format (4x2) press
- Transitioned to becoming a commercial printer
- Other than the SIA daily they produce advertising inserts for themselves and for others under contract
- Doing the work on existing 4 x 2 was challenging due to multiple job/zone changes

Timeline

- Intro to Magnum Compact 7TH May, 2013



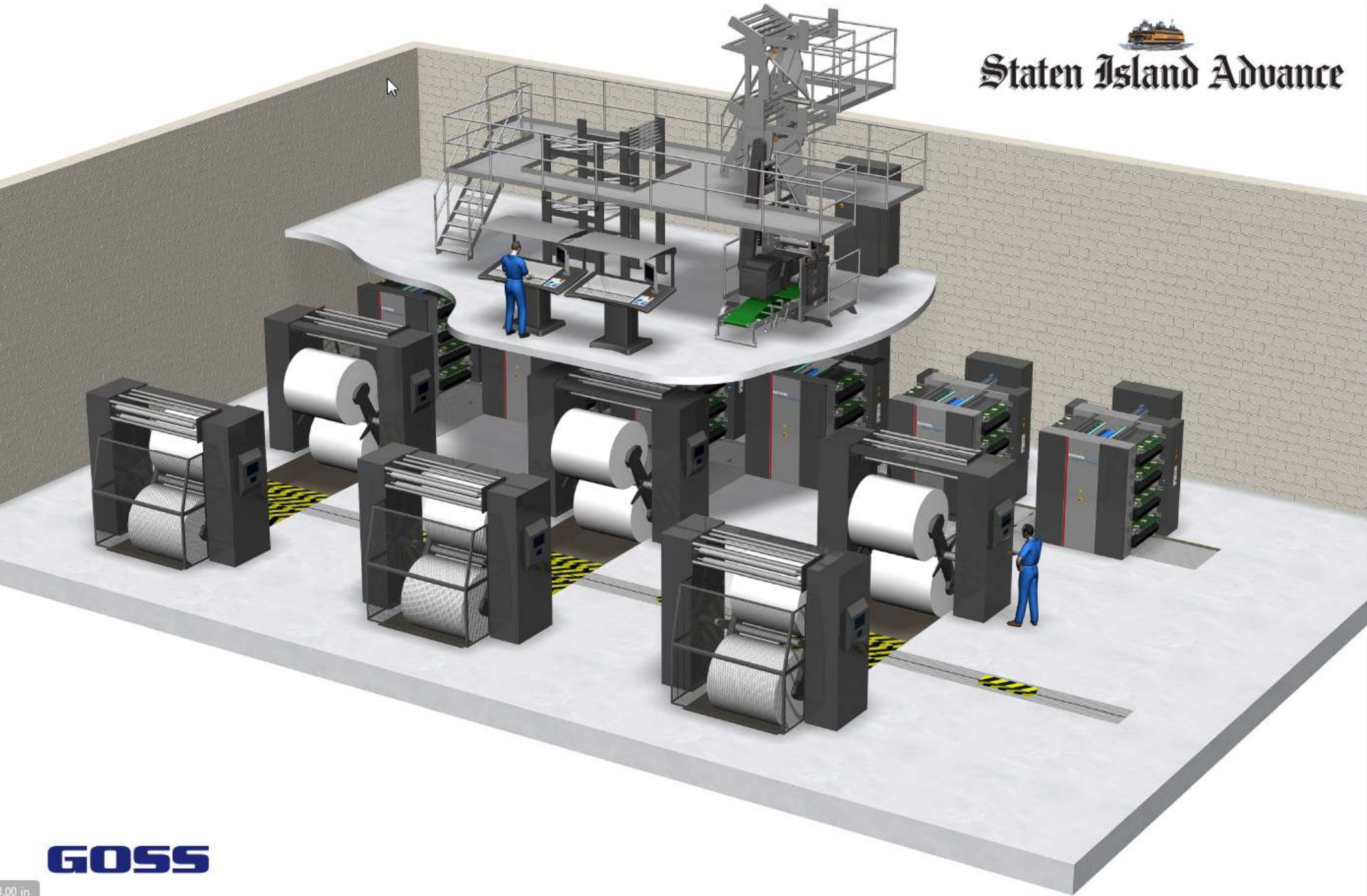
I wonder if it would fit it in here?

- Contract signed 13th December, 2013
- Subject to factory acceptance testing
- Shipped December, 2014
- First production July, 2015





Staten Island Advance



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1.00 in

Resources and strategy are aligned.....

“ We ran 3 products on the Compact in the time it took to prep and make-ready for one job on the 4x2 press. Good copy to good copy in 2-3 minutes. This is why we bought it!”

John Giustiniani, SIA

Confidential – South America

- Currently uses a combination of sheetfed and large format 2 around web presses
- Book printer with a need to extend capabilities to take on short/mid runs at short notice
- Plans to compete for newspaper work and short run products
- Production model based on low cost, efficiency and automation.

Confidential – South America



Goss FB Paster

Magnum Compact 4 Hi

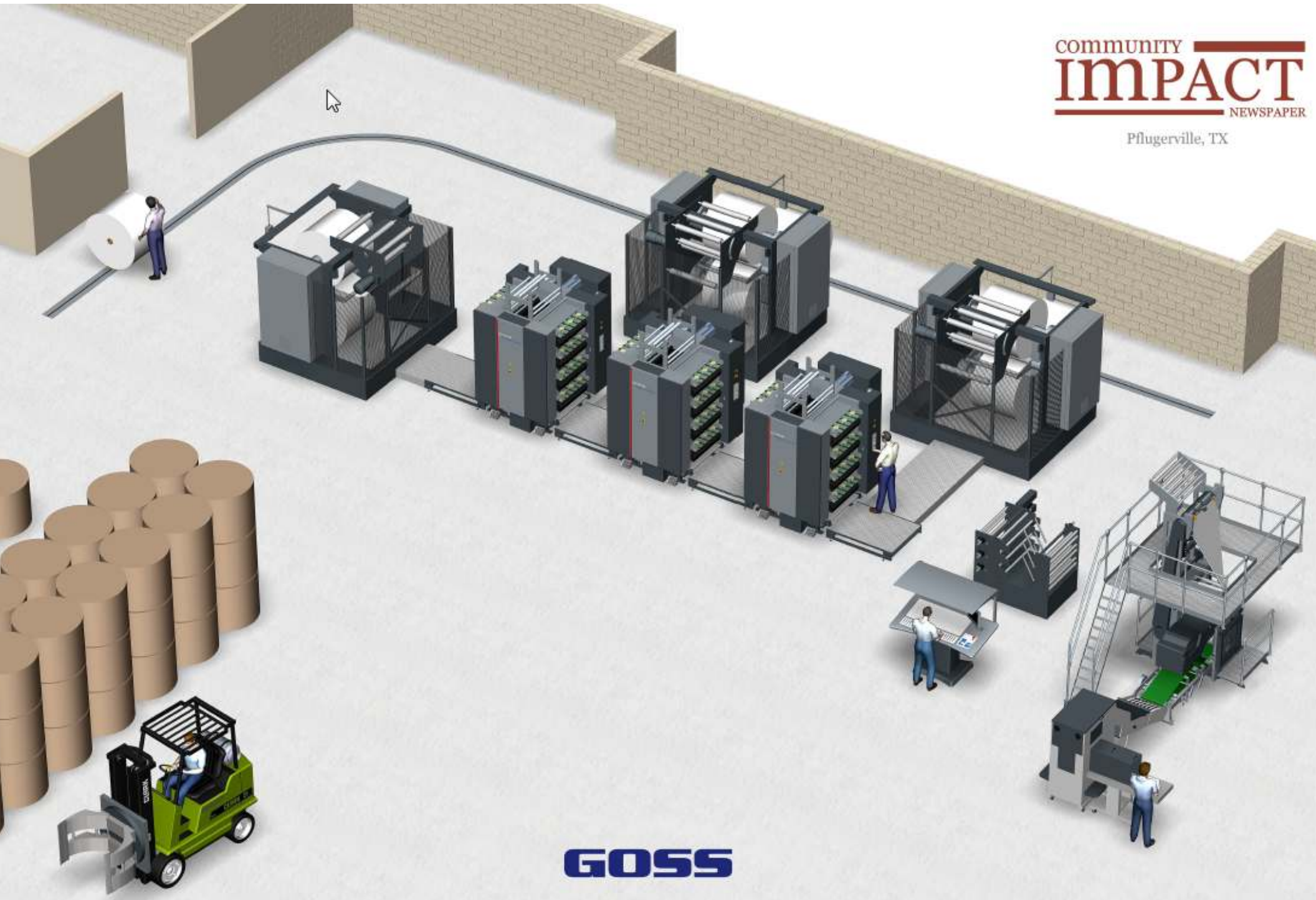
Goss Ecocool T Dryer

Goss JF35 Folder

- Launched in 2005, monthly publication covering in-depth analysis of local business, political and social stories
- 1.2 million circulation. Mailed direct to every house
- In over 20 markets in Texas. Plans to expand.
- Currently printed under contract. Will insource production
- Production model based on low cost, efficiency and automation.

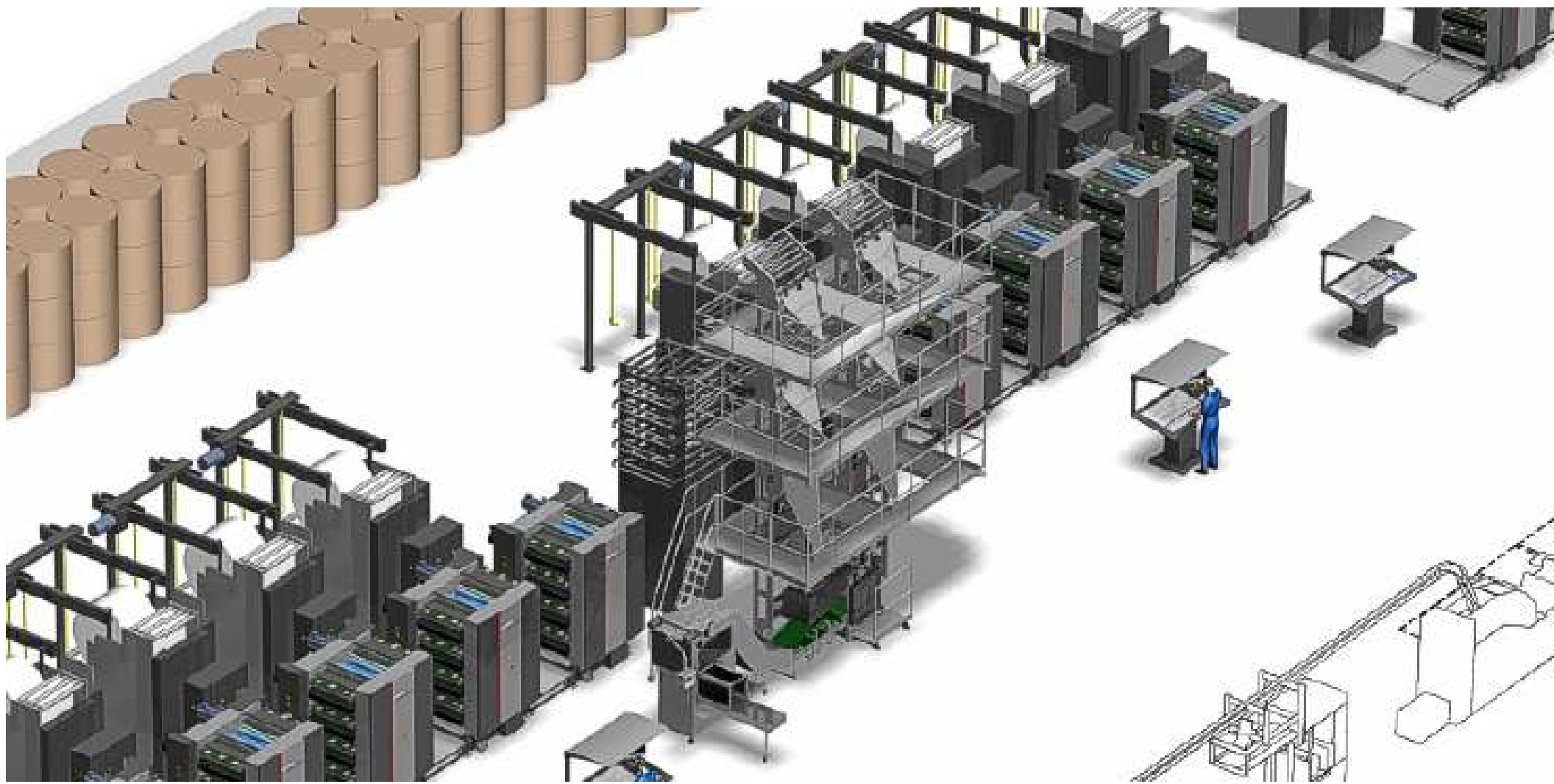
COMMUNITY
IMPACT
NEWSPAPER

Pflugerville, TX



GOSS

Flexibility, Efficiency and Volume



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**Thank you for your time
and feedback**