



# Company Introduction: Overview

## The Merger: Our New Company

Information about the new company, manroland Goss web systems, our mission, who is involved, and where the centers of competence will be for the future



## Our Shareholders

Meet Possehl Group and American Industrial Partners, shareholders of manroland Goss web systems, and hear about their history of success



## Our Accomplishments

Discover what strides both manroland web systems and Goss have made in recent years, and the impact we have had on the industry



## Our Market Outlook

Find out more about the market outlook for manroland Goss web systems, and explore the benefits of synergies between the two companies

# Mission & Vision of manroland Goss web systems

Strong statements are the foundation for all manroland Goss web systems activities, and direct the behaviors of our organization.

## Mission

By combining the strengths and opportunities of two leading web offset OEM's, we offer the broadest product and service portfolio available to customers globally, with a lower cost structure focused on lean operating principles.

## Vision

We aspire to be an exceptional partner to the print industry, delivering strong value to our stakeholders, built on our ability to serve global print markets with innovative and value adding products and services.

# Our Management Team

Alexander  
Wassermann,  
CEO

Sales and Service, IP,  
Product Management



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Franz  
Kriechbaum,  
COO

Operations - Technology &  
Projects, Technical Service,  
Order Fulfillment, Quality,  
Assembly, Procurement



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Dr. Daniel  
Raffler, CCO

HR, Legal, IT, Corporate  
Development, Marketing &  
Communications



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Dirk Rauh,  
CFO

Finance, Tax, Commercial  
Operations, Controlling



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# Centers of Competence

**Americas Headquarters:**  
Durham, New Hampshire

**Global Headquarters:**  
Augsburg, Germany

manroland Goss web systems operates with a staff of more than 1000 employees worldwide.

manroland Goss web systems will continue to be represented by a large network of Sales & Service Partners throughout the globe.



● Global Headquarters  
● Global Market Organizations

## manroland Goss web systems Global Market Organizations



Germany



United States



Canada



Australia



France



United Kingdom



China



Brazil



Japan



Singapore



India

# Welcome - Our Global Leadership Team

Sudeep Bhattacharjee

MD, India

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Greg Blue

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Nicole Vinet

SVP Finance, Americas

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Alexander Wachter

VP Customer Service &  
E-Commerce

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Dennis Wickham

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Kazuhiko Yasuzawa

MD, Japan

kazuhiko.yasuzawa@manrolandgoss.com

# Our Shareholders: About L. Possehl & Co. mbH

**L. Possehl & Co. mbH**, a shareholder of manroland Goss web systems, is invested in companies ranging from cleaning machines, elastomer plants, electronics, document management systems, precious metals processing, and special purpose construction.

## Investment Philosophy

- Acquisitions are sought by Possehl if they represent:
  - A new field of business (with sales of more than € 100 million)
  - An additional acquisition to enlarge an existing field of business
  - An acquisition in the SME sector (between € 10 and € 80 million)
- Possehl finances acquisitions from liquid funds, offering high levels of transaction security
- Possehl retains acquired companies for the long-term and preserves their identity

## 2017 Financials

- Sales: € 3,809 million
- EBIT: € 175 million
- Net Financial Assets: € 366 million



# Our Shareholders: About American Industrial Partners (AIP)

**AIP** is an operating and engineering-focused buyer of industrial manufacturing assets, investing in the industrial middle-market for over 28 years. AIP companies have 50,000 employees throughout the industrial economy segments of specialty vehicles, aerospace and defense, printing, transportation, oil and gas, building products, capital equipment, and rubber products.

## Investment Philosophy

- AIP purchases attractive global industrial businesses that are market leaders with proprietary capabilities
- Their goal is to work closely with existing management teams to formulate and implement an Operating Agenda with detailed plans to increase profitability, and preserve capital in the event of a downturn
- AIP buys businesses when it can significantly improve a business' performance through the implementation of an Operating Agenda to grow earnings and value – a “business-building” approach

AMERICAN  
INDUSTRIAL  
PARTNERS

## 2017 Financials

- Sales: \$11.3 billion
- EBITDA: \$1.1 billion

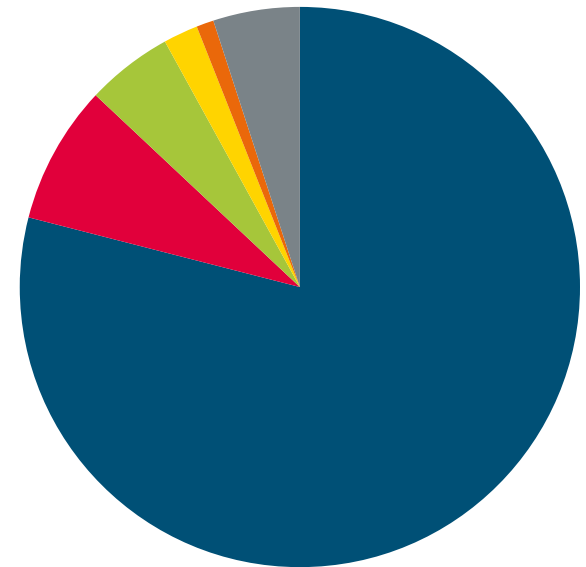


## Marketshare Newspaper and Commercial YTD 2018

Supplier	in %	in Mio. €
manroland Goss	79%	123,76
K&B	8%	12,00
Manugraph	5%	8,00
TKS	2%	2,90
Tensor	1%	1,50
Unknown	5%	8,00
<b>Total</b>	<b>100%</b>	<b>156,16</b>

**Total Order Volume**  
**156,16 Mio €**

- manroland Goss
- KBA
- Manugraph
- TKS
- Tensor
- Sonstige

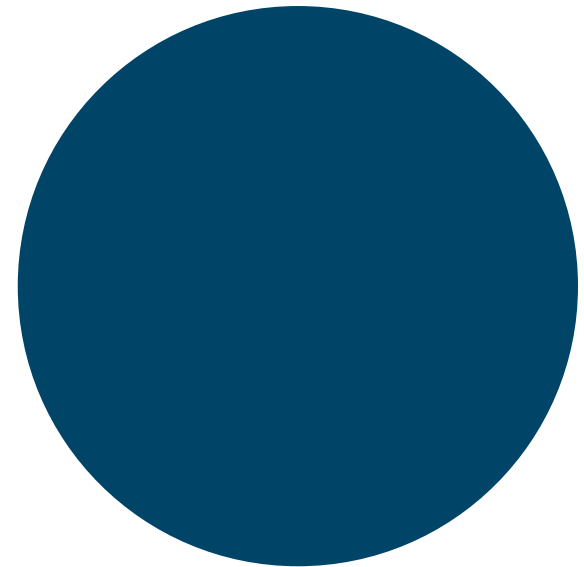


## Marketshare Commercial YTD 2018

Supplier	in %	in Mio. €
manroland Goss	100%	87,41
Total	100%	87,41

**Total Order Volume**  
**87,41 Mio €**

- manroland Goss
- KBA
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- Sonstige

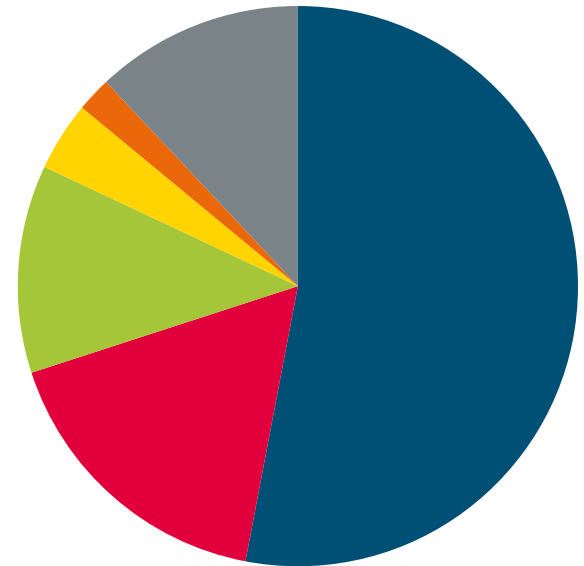


## Marketshare Newspaper YTD 2018

Supplier	in %	in Mio. €
manroland Goss	53%	36,35
K&B	17%	12,00
Manugraph	12%	8,00
TKS	4%	2,90
Tensor	2%	1,50
Others	12%	8,00
<b>Total</b>	<b>100%</b>	<b>68,75</b>

**Total Order Volume  
68,75 Mio €**

- manroland Goss
- KBA
- Manugraph
- TKS
- Tensor
- Sonstige



# Market Outlook

What does the future hold for manroland Goss web systems and its stakeholders? Where do we see our opportunities?

## System Solutions

Highly automated press and post-press equipment supported by certified pre-owned solutions as well as press relocations

## Engineered Solutions

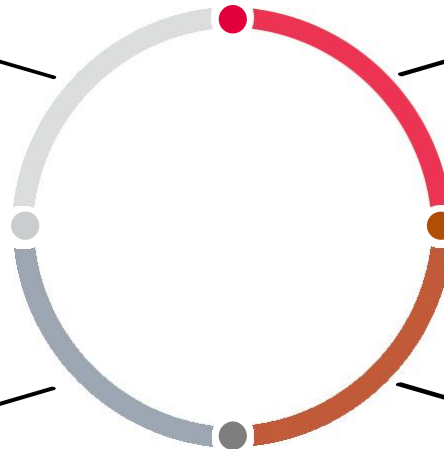
Throughout the portfolio this segment provides mechanical, automation, and closed-loop solutions for all types of presses

## E-Commerce Solutions

Highly efficient parts deliveries and a marketplace (MARKET-X) for all suppliers to the web offset industry, turning efficient logistics into a game changer

## Service Solutions

Providing excellent services, tele-support, and service agreements including maintellisense contracts on a 24/365 basis, spanning the globe



# Development

Which areas of development ensure continued support of customers around the globe

## System Solutions

Packaging presses with offset technology for flexible, board and corrugated packaging

## Engineered Solutions

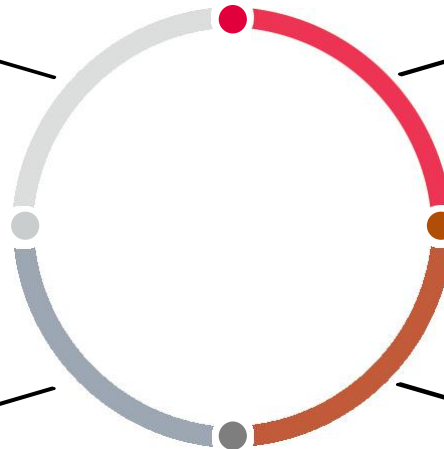
Modernize presses with updated controls, drive and mechanical solutions to prolong life improve performance

## E-Commerce Solutions

Marketplace for customers to purchase parts, materials and consumables delivering efficient supply logistics

## Service Solutions

Delivering predictive maintenance technology following newest standards of the digitized industrial evolution





COMPANY INTRODUCTION 2018

Thank You!

[www.manrolandgoss.com](http://www.manrolandgoss.com)

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