



Deirdre Ryder

President of Global Print

Welcome to the June 2019 Issue of the Global Print News.

I am deeply honored to serve as the President of Global Print at such a critical time. Geopolitical and trade issues are impacting how markets are moving, and consumer behavior is increasingly fickle and unpredictable. Innovation is happening at lightning speed all around us. The impact of today's change will impact us tomorrow in ways which I don't think we have the capacity to truly appreciate. These are indeed interesting times in which we are living.

Global Print exists to facilitate the exchange of information, to bring cohesion to a global industry, and to provide leadership to the print industry. As the industry continues to rapidly transform, innovate, and disrupt, I believe the industry will lean heavily on us as individual associations within our respective markets. And as markets are pushed closer, we have a responsibility to navigate the myriad of changes on behalf of our members and lead (and sometimes push) them towards the future.

Please enjoy reading what your fellow Global Print members have shared. I look forward to our meeting in Chicago in a few months.



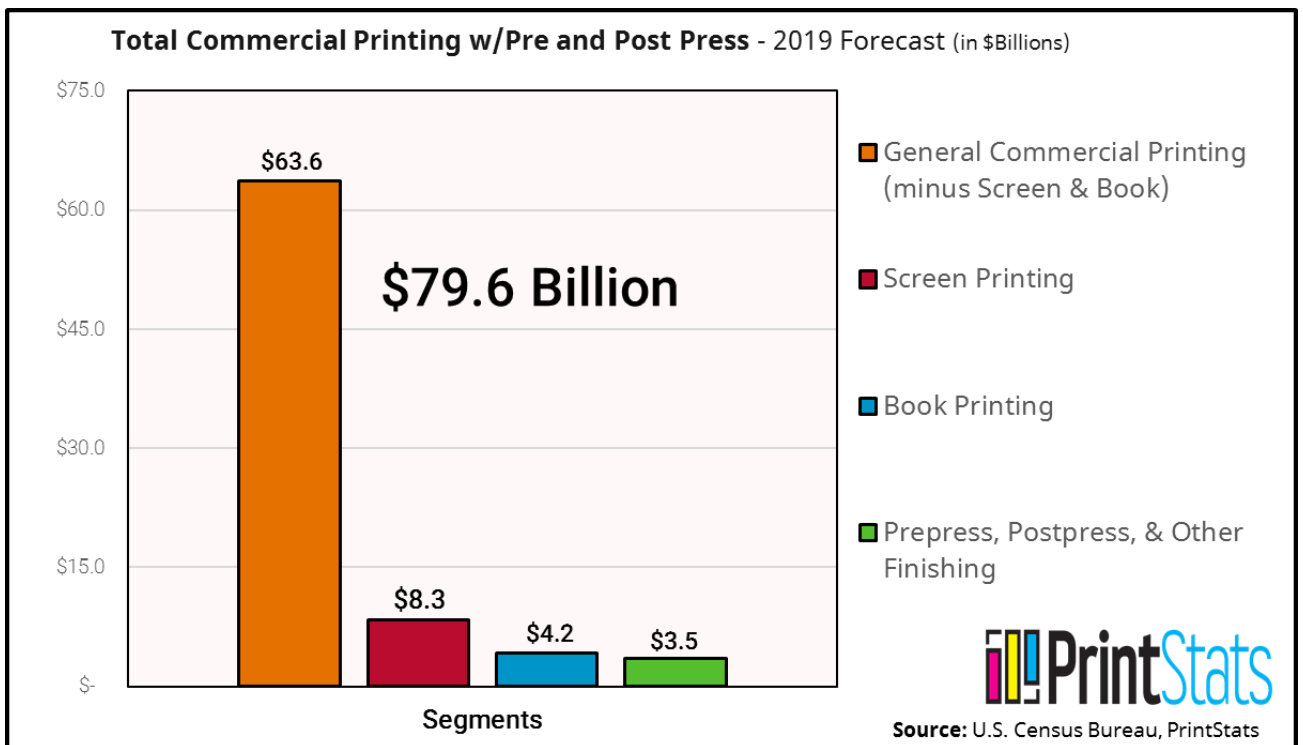
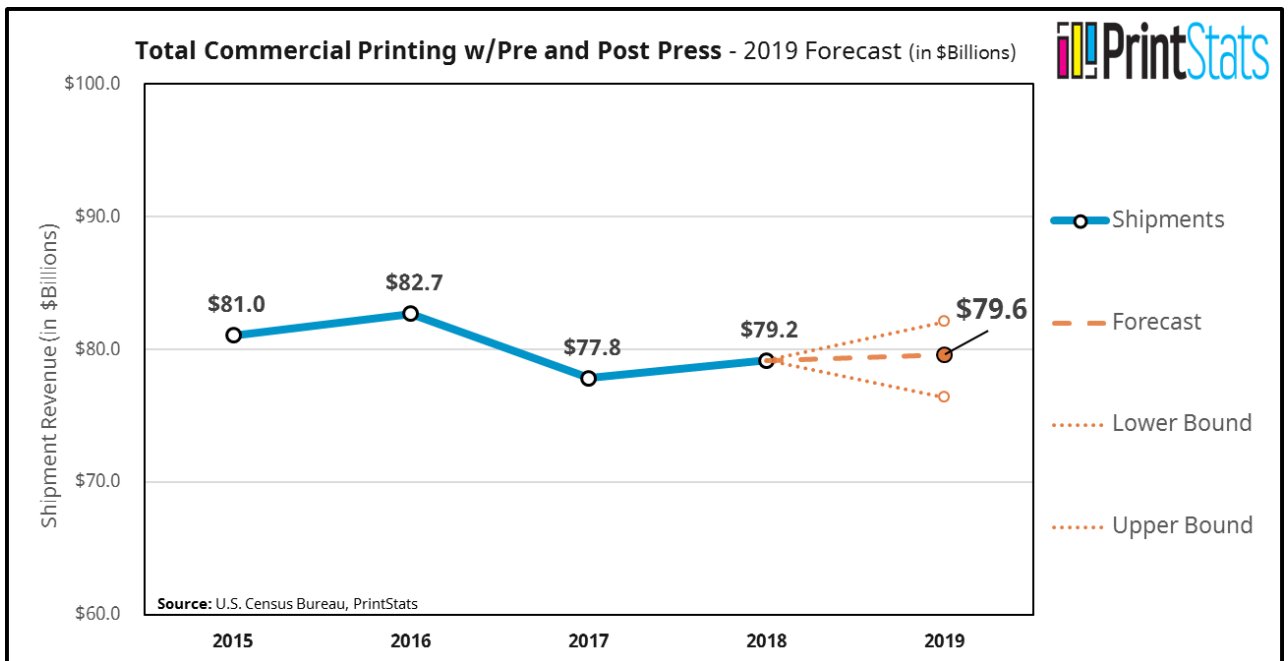
UNITED STATES

News from The Association for PRINT Technologies (formerly NPES)

U.S. Total Industrial Production is transitioning to the back side of the business cycle. While signals are mixed, many forecasters expect possible contraction in the second half of 2019. This may coincide with a potential end to the longest period of economic expansion in U.S. history, which has seen slow, steady growth since June 2009¹. U.S. Total Industrial Production was up 3.8% during the 12-months ending March 2019 vs. the previous year. Per the *APTech Advisor*, a monthly macro-economic outlook report produced by ITR Economics, Producer Prices also continue to rise, though the pace of growth is slowing. Expectations are that this slowing growth will continue through at least mid-2020, with some declines among certain commodity prices (like steel and oil). ITR also reports that the OECD's U.S. Business Confidence Index (BCI)² is showing signs of companies' sentiment regarding their current situation and their immediate future is becoming less optimistic. This indicator typically leads industrial production by two to three quarters.

Looking specifically at the U.S. Print Industry, non-seasonally adjusted shipment values for Total Commercial Printing were \$79.2 Billion in 2018 according to the U.S. Census Bureau's survey of Manufacturer's Shipments, Inventories, and Orders. Based on an early read of M3 data through April, we forecast 2019 shipments to be slightly ahead (< less than 1 percent) of 2018 shipments but, given the recent volatility in the U.S. printing industry, that forecast includes broad upper and lower bounds.

Based on Commercial Print segmentation estimates developed in PrintStats, we expect that the forecast total of \$79.6 Billion in 2019 to include \$63.6 Billion for General Commercial Printing, \$8.3 Billion for Screen Printing, \$4.2 Billion for Book Printing, and \$3.5 Billion for Prepress, Postpress, & Other Finishing services. These estimated shipment totals by industry segment are created using data from PrintStats, which provides segmentation levels for several printing related NAICS codes.



¹ - <https://www.barrons.com/articles/the-u-s-economic-expansion-is-about-to-break-records-can-it-last-51558712137>

² - <https://data.oecd.org/leadind/business-confidence-index-bci.htm>



CHINA

News from PEIAC

1, Chinese Printing Industry

The total output value of Chinese printing industry exceeds RMB1.2 trillion yuan, and the number of enterprises is close to 100,000. Total output value of Chinese printing industry continued to grow in 2018. Chinese import and export trade of printing equipment and material totaled USD 5.461 billion in 2018, an increase of 8.9% over the same period of last year. Among them, import increased by 9.3% and export increased by 8.6%. It is noteworthy that offset press imports increased by 35.2% and exports increased by 30.5% year-on-year, post-press equipment imports increased by 16.1% and exports increased by 17.8%.

2, Print China 2019

Print China 2019 was held successfully from 9th April to 13th April 2019 at GDE, Dongguan City, Guangdong Province. The exhibition has a scale of 140,000 square meters and more than 1,200 exhibitors. During the show period, more than 60 conferences and forums were held for important technical exchanges, visiting entries were more than 200,000 from home and abroad.



GERMANY

News from VDMA

The VDMA Printing and Paper Technology Association is the voice of the manufacturers of machinery and systems for prepress, printing and post-print processes, paper production and paper converting as well as components and devices. Together with Forschungsgesellschaft Druckmaschinen e.V. (FGD) – Research Association for Printing Machines – and PrintPromotion GmbH, the Association offers its members services with regard to, e.g., trade fairs, public relations, technology and research.

Printing and paper machine manufacturing closes 2018 with stable performance

- **Steady export volume of 4.6 billion euros: EU, China and USA remain the most important export markets**
- **Stable business climate in German printing and paper machine manufacturing**
- **Industry is in search of skilled workers**

Frankfurt, 5 March 2019 – The **printing and paper machine manufacturing** industry can look back on an overall satisfactory and stable performance in 2018. As in the previous year, overall exports totalled 4.6 billion euros. Strong demand in China and EU countries partially compensated for a significant fall in sales in North and South America, Russia, India and France.

With exports totalling 2.15 billion euros, **Europe** remained the most important region: 82 percent of these exports went to customers in the 28 EU countries. The largest single market was **China**. There, the demand for German printing and paper technology rose by 8.2 percent in comparison to 2017 and totalled a volume of 612 million euros. Sales in the **United States**, which topped the list in the previous year, lagged well behind at 576.5 million euros. Compared with the previous year, the value of exports to the USA dropped by 2.3 percent. The third-largest single market in 2018 was Poland with German printing and paper technology imports totalling 241.9 million euros - over a quarter more than in 2017. This was closely followed by Italy with 238.4 million euros (+ 27.3 percent).

Sunshine and rain

A more differentiated look at the various segments in the printing and paper technology industry reveals a significantly more heterogeneous business trend. On the heels of the strong order intake in the previous year, manufacturers of **paper processing machines** were able to increase their turnover in EU partner countries by a hefty 52 percent. Their turnover also

climbed in their domestic markets (+ 3 percent) as well as their markets abroad (+ 5 percent). However, a noticeable cooling-off can also be seen: in 2018, around 16 percent fewer orders were placed than in the previous year. Order intake in the domestic market actually dropped by two thirds of the value from the previous year.

Printing press manufacturing reveals a mixed picture: Although turnover in 2018 was 7 percent less than 2017 levels - the domestic market was even down by 22 percent - orders from the home market actually rose by 8 percent; fewer orders came from the euro area and abroad. Order intake fell by a total of 2 percent. This trend is specifically the result of a significant fall in demand in two key markets. Exports to the United States sank by around 15 percent and in France demand fell by as much as 30 percent. The downturn in the two largest export markets of the previous year could not be offset by the positive growth in markets such as Italy, Poland or Japan.

Good business year for paper technology

In contrast, manufacturers of **paper technology** can look back on a very good year in 2018. Exports to China (+ 28 percent), Spain (+ 150 percent), UK (+ 125 percent), Poland (+ 50 percent) and Italy (+ 30 percent) grew robustly. Exports to the United States also remained stable at 143 million euros in comparison to the previous year. This positive picture is clouded only by a significant drop in exports to Russia (- 30 percent).

"Even if the weak order intake is causing us some concern - and the global political situation offers little hope of rapid improvement - we as an industry can look back on an overall satisfactory year in 2018", sums up Dr. Markus Heering, Managing Director of the VDMA Printing and Paper Technology Association. The stable export volume of 4.6 billion euros attests that the printing industry throughout the world is modernising its machine base with printing and paper technology made in Germany. Made in Germany enables companies to meet the rising quality and productivity demands in the global world of print business - and achieve reasonable margins at the same time. Throughout the world, networked and automated solutions have become more rapidly a reality than ever anticipated a few years ago.

Future-oriented sector on the look-out for junior trainees

"Print is a future-oriented market that continues to promise growth in segments such as packaging printing, printing on textiles, plastics, ceramics, metals and wood material as well as printing on functional surfaces," says Dr. Heering. Since workflows in the sector are today already digital, automated and highly networked - and many manufacturers are working with artificial intelligence (AI) and deep-learning methods to improve the levels of quality and productivity of their machines - the printing and paper machine manufacturing industry is searching for trainee engineers with IT, electronics and engineering skills. Especially since customers are completely networked themselves and their calls for digital cooperative and workflow solutions are becoming louder.

"Anyone starting their career in our sector with its medium-sized companies works on the further development of solutions for the printing and packaging market - an exciting and challenging task", says

Dr. Heering. In future, companies will be implementing new technical possibilities in digitisation to enable them to continue to sell innovative products. "Our sectors offer a mix of future technologies and global focus", he explains.

German printing and paper technology was sold in 176 countries throughout the world in 2018

The latest market data also reveals the sector's international footprint. In 2018, German printing and paper machine manufacturers delivered their solutions to no fewer than 176 countries throughout the world, including the Fiji Islands and Aruba as well as Macao, Djibouti and the Polar regions.

The highest market growth was in Angola - around 150 times as much as in the previous year was exported to the country. West Africa was the strongest growth region with 141 percent growth - albeit baseline levels were low from the start. In general, exports to Africa increased significantly. Printing and paper technology was sold in a total of 43 countries to the tune of 170 million euros. Africa therefore overtook Central and Southern Asia, including India (- 28.3 percent at 135 million euros) as well as the Near and Middle East (+ 17 percent at 135.8 million euros). Exports to Central America (- 14.7 percent at 109 million euros) and South America (- 13.1 percent at 136 million euros) lagged behind.

"Overall, it can be said that, on the basis of the latest market data, our broad-based market strategy is working", explains Dr. Heering. He also includes in this the regular global skill-acquisition activities and specialist conferences held by PrintPromotion GmbH. At present, preparations are already in full swing for the next World Tour in the run-up to drupa 2020 (16 - 26 June 2020 in Düsseldorf). The tour is due to start in late summer 2019. "Due to the fast-paced progressive digitisation in our sectors, our agenda is full to brim", reveals Dr. Heering. Drupa, the world's leading trade fair is also generating high hopes. "drupa 2020 promises to be a great trade event, showcasing the latest topics in the industry and the key future trends."

Taking packaging to the next level at drupa 2020

- **Identifying key projects**
- **Extending range of perspectives through advanced partners and cooperation with Italian design school NABA**

Whether it is for food, beverages, healthcare, business or home, the motto is to transform packaging. Changing demographics, more pressure to better serve the environment and accelerations in technical innovation are all shaping a new future for packaging production. Touchpoint packaging initiative's main goal is to display how innovative printing technologies contribute to the future of packaging.

In this fast-changing world, drupa touchpoint packaging will deliver an inspiring and amazing experience to all visitors. During the latest steering committee meeting in December 2018, its members AGFA, BOBST, DANONE, ESKO, HEIDELBERG, HP, KURZ, NESTLÉ, SIEGWERK and EPDA (European Packaging Design Association) defined more than 20 projects that will touch upon key issues such as customisation and personalisation, digitalisation, security and authentication.

The aim is to present concepts and the latest knowledge about new packaging production, finishing technologies and substrates - culminating in prototypes that meet the demands and needs of both future consumers as well as brand owners. In addition, the visitor experience will combine physical and non-physical packaging elements via augmented reality, virtual reality and digital workflows. Over the 11 days of drupa visitors will be able to listen to keynotes, attend roundtables, engage with specialists and literally touch the newest and most innovative packaging solutions that enable brand owners, packaging designers and packaging converters to meet the requirements of the next decade.

To extend the already broad range of perspectives that feed into touchpoint packaging, we are pleased to announce the new advanced partners joining the drupa touchpoint packaging initiative: BST ELTROMAT, CLOUDLAB, DALIM, EFI, KODAK, KOENIG & BAUER, KONICA MINOLTA, SAUERESSIG, WERK II and MERCK.

Furthermore, drupa has formalised an agreement with NABA, International Academy of Art, Design and Fashion. A handpicked group of their talented international students will add their insights and creativity to the steering committee member-driven projects plus present their own ideas and design concepts for tomorrow's packaging.

Patrizia Moschella, course leader of Graphic Design and Art Direction BA at NABA, is convinced that her students' involvement is a win-win situation from several viewpoints: "It is certainly a great opportunity for the students to both network within the industry as well as to bring in their own fresh, engaging and research-based ideas for new packaging solutions."

If you would like to hear directly from our steering committee members about their vision and motivation for their contribution to the touchpoint packaging, please have a look at the interviews at www.drupa.com/tpp-en.

Last but not least: there is still space for additional companies to join the drupa touchpoint packaging team with the aim of preparing for the future together. If you are interested in highlighting your packaging creativity to large audiences of brand owners and converters from all over the world, please contact us at www.drupa.com/tpp-en.

For more information, visit www.drupa.com or the following social networks:

Twitter: www.twitter.com/drupa2020

Facebook: <http://www.facebook.com/drupa.tradefair>

LinkedIn: <http://www.linkedin.com/groups/drupa-print-media-messe4203634/about>

Stephan Plenz is the new Chairman of the Board of the Printing and Paper Technology Association (VDMA)

- **Trade Association Board Elects New Management Duo in Dresden**
- **Andreas Endters, Member of the Group Management of Voith GmbH & Co. KGaA, Deputy Chairman with immediate effect**
- **Kai Büntemeyer retires after 15 years as Chairman of the Board of Management**

Frankfurt, 30 April 2019 – Stephan Plenz, Member of the Management Board for Digital Technology at Heidelberger Druckmaschinen AG, is the new Chairman of the Management Board of the German Printing and Paper Technology Association (VDMA). At its meeting at the Dresden headquarters of KAMA GmbH, the Executive Board today elected Plenz to succeed Kai Büntemeyer, who had been Chairman of the Executive Board since 2004.

"Kai Büntemeyer has shaped our trade association over the past 15 years. He carried out the honorary office with great commitment. We would like to thank him sincerely for this," emphasized Dr. Markus Heering, Managing Director of the Association, in Dresden. With his resignation from the management of Kolbus GmbH & Co KG in January, Büntemeyer also resigned from the trade association board in accordance with the articles of association. It is composed of active managing directors and board members of the member companies, who are elected by the general meeting of the VDMA trade association for a period of four years.

The new leadership duo

Stephan Plenz, studied mechanical engineering. He joined Heidelberger Druckmaschinen AG as a student in 1986. He then held positions as project, assembly, production and plant manager before moving up to the Executive Board in 2008. Today, Plenz is responsible on the Group Executive Board for the strategically important Digital Technology division.

The Board of Management in Dresden elected Andreas Endters, Member of the Group Management of Voith GmbH & Co KGaA, as Deputy Chairman. The industrial engineer started his career at Sulzer in 1991 and joined Voith Paper with the merger of Sulzer and Voith. In 2000, he joined the Board of Voith Paper in Ravensburg. Endters then held various management positions before moving up to Group Management in October 2017. He is also Chief Executive Officer of the Group Paper Division.

The digital future of the printing and paper machine industry at a glance

Plenz and Endters have a key responsibility to develop and implement digital strategies for their companies. By integrating machines, data and processes into the Industrial Internet of Things (IIoT) and using tools from the fields of Artificial Intelligence and Virtual Reality, printing and paper machine manufacturers help their customers to achieve high productivity gains. The new leadership duo of the VDMA trade association represents this development both in printing press construction and in paper plant construction. "With our new CEO and his deputy, our association will retain its special weight as the voice of the printing and paper machine industry," emphasizes Heering.

In addition to the elections, the focus in Dresden was on the future of print products and the implementation of PRINT 4.0 strategies. Olaf Hartmann, CEO of the Multisense Institute, gave a lecture on current research findings on the renaissance of printed and technically refined media in multi-channel communication. In a further presentation, VDMA standards expert Andreas Faath reported on the VDMA Forum Industry 4.0 and pointed out the possibilities of Open Platform Communications Unified Architecture (OPC UA) with regard to the transformation to Platform Economy. The standard enables smooth machine-to-machine communication and manufacturer-independent information models.

Printing and paper machine construction seeks fit junior staff

"As a high-tech industry, the printing and paper machine industry is developing technology for the future," explains Heering. He offers exciting perspectives for fit junior staff. Heering today announced an image campaign in Dresden that will spread this message before and during drupa 2020 in order to support the member companies of the trade association in their search for applicants.

Photo and detailed curriculum vitae of Stephan Plenz can be found at: <https://t1p.de/s0fx>

Photo and detailed curriculum vitae of Andreas Endters can be found at: <https://t1p.de/r0s0>



GLOBAL PRINT: UK MARKET REPORT BY BETTINE PELLANT, CEO, PICON

I apologise if my recent reports from the UK induce feelings of *déjà vu* in fellow Global Print members, but I am afraid there is no ignoring the pervasive effects of Brexit. In my introduction to the last report (July 2018) I commented on the “uncertain outlook, due in no small measure to the continuing questions about the UK’s post-Brexit relationship with the EU”, and prophesied that “all that can be said with certainty is that we are approaching the time when the questions must be answered.” Almost a year later, the situation is no clearer, although things are so fluid that it may be by the time members read this report there have been further developments.

UK economic performance and outlook

The economy’s performance in the final quarter of 2018 inevitably reflected the approach of the first deadline for the UK to leave the EU, at the end of March. The Office of National Statistics (ONS) noted that Brexit-related concerns were affecting business spending decisions. Not only was total GDP growth weaker than expected, but also — for the first time since 2012 — there were declines in all of the services, construction and production sectors. Growth for 2018 as a whole was 1.4%, the slowest rate for six years and down from 1.7% in 2017.

More recent statistics, from the respected IHS Markit/CIPS UK Purchasing Managers Index (PMI), showed a surprise jump in investment for March, to a 13-month high. Again, however, the cause was Brexit-related: stockpiling, as businesses stepped up production to build inventory, responding to similar strategies adopted by their customers. There was also an accompanying impact on recruitment. While it is possible this inventory building will unwind, it is heartening that 46% of businesses told the PMI they expected output to be higher in 2020, due in part to the removal of Brexit uncertainty.

There are positives to be found in the economy, with employment at a record high and wage-growth continuing to outpace inflation.

March also saw the 10th anniversary of the Bank of England’s emergency reduction in interest rates to 0.5%. They subsequently fell to 0.25% before rising in stages to 0.75%. A further increase to 1% is widely expected later this year, although the timing depends on the Brexit outcome.

UK printing industry

At the beginning of the year print, like every UK industry, turned its attention to the prospect of a no-deal Brexit at the end of March. Many businesses — 34% according to the British Printing Industries Federation (BPIF) — have stockpiled supplies, and others have negotiated with equipment suppliers to ensure availability of spare parts. While the March deadline has passed, another (31st October) has taken its place, drawing out the uncertainty. Meanwhile, packaging suppliers face an additional uncertainty regarding the consumer information that product packaging will have to carry, depending on what agreement, if any, is eventually reached.

The quarterly *Printing Outlook* survey from the British Printing Industries Federation (BPIF) provides a valuable snapshot of the state of UK printing. The latest report is for the final quarter of 2018, traditionally a good one for print, and happily showed the strongest seasonal boost for three years. With 53% of respondents increasing output and 34% holding steady, the +40 positive balance exceeded expectations. Brexit, however, is always with us, and the BPIF noted respondents' frequent expressions of frustration with the current "turmoil, uncertainty and unpredictability".

We are awaiting results for Q1, but as the year began just 35% of printers forecast growth, resulting in +13 positive balance — similar to that for Q1 of 2018, a forecast that turned out to be unduly negative. That said, 91% plan to invest in plant and machinery in the coming year, with 47% intending to increase their levels of investment over 2018 — higher than that recorded in the last two years.

Pricing below cost (60%) is again top of printers' concerns, but only narrowly ahead of Brexit (58%, up from 44%). As regards the latter, maintaining reliable, secure supply chains is the biggest worry, which explains the 34% of businesses that are stockpiling supplies, with paper a priority. Of slight concern are the longer payment terms that printers are having to accept: 48% reported this, with 22% accepting terms up to 120 days, compared to 7% a year ago.

Two Sides: Tackling “fake news” about print and paper

Few things irritate and frustrate those of us in print more than “greenwash” — the unthinking propagation of false, unfounded claims about print and paper's harmful environmental impact. In the UK, however, we have been fortunate to have Two Sides fighting the industry's corner and rebutting this pernicious form of “fake news”.

Two Sides was formed in 2008 to speak up for stakeholders in the graphic communications supply chain, from forestry, pulp and paper, through inks, chemicals and inks, to printers and publishers. Its mission is to promote the sustainability of print and paper and dispel common environmental misconceptions. To date

its efforts have persuaded almost 350 organisations to remove misleading statements from their communications.

The UK's local council authorities are Two Sides' latest target. A random sample of 100 authorities were investigated, and 42% found to be using messaging that claimed print and paper are unsustainable or harmful to forests. In many cases, these claims are used to pressure people into opting into non-paper communications, with the principal goal of saving money rather than the environment. Two Sides has asked for meetings with the relevant Government ministers, but at the time of writing no response has been forthcoming.

Winning the “youth vote”

For many years now the printing industry has acknowledged the difficulty of attracting young people into the industry. In March, to mark National Apprenticeship Week, the BPIF and *PrintWeek* magazine hosted a discussion on the issue that revealed both positives and negatives. On the positive side, those apprentices already engaged in the industry are highly motivated and inspired by the choice of careers print offers; on the negative side, a show-of-hands poll found that print had not figured on any educational syllabuses; instead, all had “fallen into print” almost by accident.

In January a report by the British Chambers of Commerce highlighted the urgent need for all manufacturing industries to attract skilled workers. The report revealed that the UK is facing its greatest skills shortage in 30 years, with 815 of over 6,000 businesses surveyed finding it hard to fill skilled vacancies. Attracting the younger generation is a common problem in engineering-based businesses: according to Engineering Employers' Federation, 40% of manufacturers have 40% of the workforce aged over 50.

It is fair to say that a significant proportion of UK businesses have historically struggled to justify training, falling back on the argument “Why should we train someone so that they can go and work for another company?”. There are signs that this is changing, helped we hope by initiatives such as the TAGX training grants Picon offers. As a speaker at a recent Picon Business Forum observed, quoting Sir Richard Branson: “Train your people so well that they can leave, but treat them so well that they don't want to.”

Celebrating 100 years

In October last year Picon marked its centenary with a celebration luncheon at London's historic Stationers' Hall — held appropriately on International Print Day. The occasion was attended by 51 members, past and present, officers, suppliers and friends, all of whom received a copy of *Picon 1918-2018: The First 100 Years*. We also sent copies to all Global Print member associations, and I would like to thank you for your positive response to the publication. For those members interested in the specification of the book, the square-format PUR-bound hardback has a Brillianta black cloth cover with gloss black and silver foiling.

The text pages were printed on 170gsm Sappi GalerieArt Matt, and the matching slipcase made using Fenner Colorset Nero.



News from IPAMA

The Indian Printing Packaging & Allied Machinery Manufacturers' Association (IPAMA) came into existence in the year 1988 and since then it has been promoting the Indian Graphic Arts Industry by formulating and implementing various schemes. The Association has also been providing information to the Government of India on issues concerning the industry. IPAMA is also a Member of various Indian and Foreign Associations and Institutions.

Year 2018 -19 was the year of IPAMA's flagship event PRINTPACK INDIA. This 14th edition was organised from February 01-06, 2019 at India Expo Centre, Greater Noida, Delhi NCR in which 509 exhibitors had participated on a gross area of 65,000 square meters. The overall growth in space booking in comparison to previous edition was 47 per cent. For the first time, IPAMA had earmarked Hall Nos. 1 and 3 exclusively for Corrugation and Label Industry participants, as it proved to be most appropriate and result oriented decision. During the next edition, IPAMA will also continue the same strategy and reserve some more Halls segment-wise so that the Business Visitors could have direct access to the products of their interest. It may be like Screen Printing, Signage, etc. The next edition will be organised from February 3 – 8, 2021.

The Indian Graphic Arts Industry is one of the largest industries across the globe. The acceptability of the quality of the Indian machinery and related products is now well known. India is also trying to establish its presence in the untapped market in different countries.

The Government of India has requested the respective State Governments to develop export strategy by addressing various issues of the entrepreneurs, particularly in the MSME sector. The long-term vision is to mark India a major player in the world trade

by 2020 and to assume the role of leadership amongst the international trade organisations, commensurating with country's growing importance.

The most recent rankings relating to ease of doing business come from the "Doing Business 2019" report. India has attained a significant achievement in comparison to last four years. It slashed from 142 ranking to 53rd position in 2019.

Classification	Jurisdiction	2019	2018	2017	2016	2015
Very Easy	New Zealand	1	1	1	2	2
Very Easy	Singapore	2	2	2	1	1
Very Easy	Denmark	3	3	3	3	4
Very Easy	Hong Kong	4	5	4	5	3
Very Easy	United States	8	6	8	7	7
Very Easy	United Kingdom	9	7	7	6	8
Very Easy	China	46	78	78	84*	90
Very Easy	India	53	100	130	130	142
Easy	Mexico	54	49	47	38*	39

The website www.statista.com shows the value of the Indian print industry from 2007 to 2017 and projected value until 2020. In 2017, the value of the Indian print industry amounted to 660 billion Indian rupees, estimated to reach 862 billion rupees in 2020.

As per a report of renowned Association, India is quickly rising in the ranks of the print packaging industry, going from the 8th largest market in 2011 to 5th in 2016. By 2020 it may become the 4th largest market, passing Germany, and at this rate, shortly after the 2020 horizon, India will surpass Japan, becoming the 3rd largest market.



News from ACiMGA

THE ITALIAN INDUSTRY OF GRAPHIC, PAPER AND CONVERTING MACHINERY

Industrial-size Italian manufacturers number about 250 and employ approximately 7,900 people. The sector shows the typical characteristics of the Italian advanced mechanics industry: few large companies and several, highly specialized medium to small businesses, which have made flexibility their main strength and are connected to a dense network of sub-contractors, also capable of ensuring excellent quality in products. Companies in the industry with over 150 employees are considered large: these account for just below 10% of the total but employ about half of the total employees. 50% of the companies employ less than 50 people. Another feature of the sector is a strong geographic concentration of production plants: about 65% are located in Lombardy and Piedmont while around 30% are found in Emilia-Romagna, Veneto and Tuscany.

PRODUCTION

Italy is one of the world's largest manufacturers of graphic, paper and converting machines, with Italian companies offering a comprehensive range of products. A very important aspect is a highly specialized, global production. Italy is world leader in rotogravure and flexographic printing machines as well as paper and converting machines, while it depends on imports from foreign countries especially for phototypesetting machines, scanners and prepress processes in general. With regard to target sectors, over the last few years there has been a progressive shift towards the packaging market (which now generates over 80% of total industry revenues) mirrored by a drop in production intended for the graphic industry (less than 20%), which in turn is caused by the increasing spread of multimedia technology in the graphic and publishing sectors. The share of production intended for other sectors is negligible at around 1%.

STRENGTHS

The Italian industry has always been strongly export-oriented and over the last few years, in spite of the global economic crisis, it even succeeded in slightly improving its international **position**. Mechanical technology has always been the main strength of Italian companies, though all machines are equipped with cutting-edge electronic technology.

The simplification of production processes has shaped the sector's reorganization with the objective of achieving solid value for money.

This approach, crucial to the success of made in Italy production, is even more essential in today's uncertain global economic context. The technological capabilities of machines have significantly improved, bringing tangible results in terms of production optimization and shorter job changeover time. The approach adopted by Italian manufacturers is to capitalize on an effective combination of organizational progress, innovation and technical development.

INDUSTRY PERFORMANCE

The Italian industry of graphic, paper and converting machinery closed 2018 with an increase in revenues (+5.6%) compared to the previous year, for a total of € 3 billion.

Exports registered strong growth of 8%, setting a new record. On the other hand, domestic sales show only a slight increase of 1.6% while still exceeding € one billion in total value. Imports recovered by 8.6% reaching € 585 million. The trade balance improved from € 1,177 to 1,268 million.

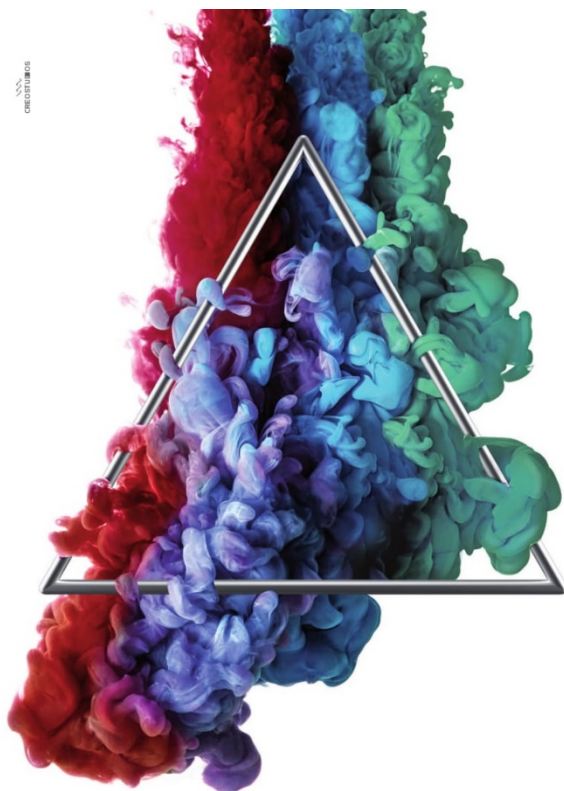
Domestic consumption

While not as impressive as in 2017 (+15.3%), in 2018 domestic consumption keeps growing by 4% - confirming a recovery in domestic investment and reaching € 1,612 million in value. The market demand covered by domestic production decreases by one percentage point, dropping from 65% to 64%.

EMPLOYMENT AND INVESTMENT

Employment grew by 6%, indicating that a continued recovery in production has led companies to strengthen their workforce in order to keep up with the increase in orders. The solid growth rate seems to be indicative of greater trust from companies.

After a leap in 2017, investment is back at 2016 levels: -16.1%.



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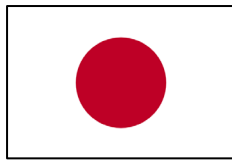


Print4All 2021 is a big industry event for the EMEA market that brings together three historic trade show names – Grafitalia, Converflex and Inprinting – to create a one-of-a-kind event, richer and more representative of the individual vertical markets that it includes.

Print4All 2021 goes beyond the traditional segmentation of the commercial, editorial and industrial printing market today to offer a broader showcase and a more vast and varied selection of solutions. Thus, visitors will come in contact with the entire gamut of different target markets, creating synergies and generating new business opportunities.

Print4All 2021 is a unique opportunity to discover the industry and all of its innovations, a whole new perspective for the world of printing.

As part of the ambitious The Innovation Alliance project, Print4All 2021 will be teaming up with four additional exceptional trade shows – Plast, Ipack-Ima, Meat-Tech and Intralogistica Italia, which will all take place at the same time – in a major event dedicated to both the food and non-food manufacturing industries.



JAPAN

News from JPMA

<Japanese Economy and Printing Market>

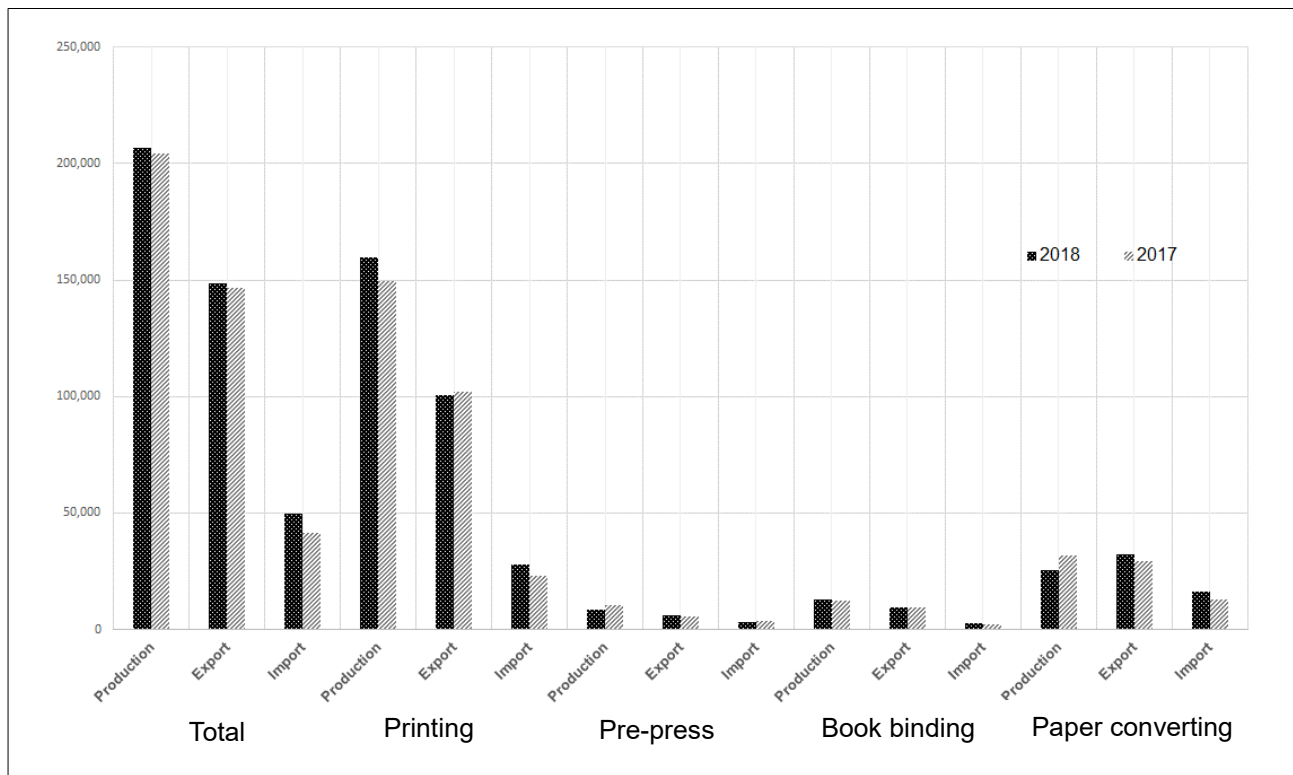
- Against the backdrop of a deterioration in the overseas economic environment and a heightened geopolitical risk, business confidence is declining in many industry sectors in the Japanese economy. A deceleration in the Chinese economy and sluggish IT-related demand including semiconductor demand are also conducive to the deterioration in business confidence.
- In the printing industry, while a sign of recovery, albeit mild, is beginning to be seen, there are a heap of chronic issues including the diversification of information media and the shrinking market due to a decreasing birth rate, an aging population, etc. The business environment thus remains severe.
- On the other hand, the holding of the Tokyo Olympic and Paralympic Games in 2020 and the decision to hold the Osaka-Kansai World Expo in 2025 are expected to contribute to a more vigorous market for printing related industries.
- According to the Current Production Statistics by the Ministry of Economy, Trade and Industry (METI) (covering establishments with 100 or more employees), production values by product in the printing industry in 2018 were 370.9 billion yen in total (2.1% decrease year on year), 63.6 billion yen for publishing printing (3.9% decrease year on year), 138.5 billion yen for commercial printing (3.2% decrease year on year), 5.3 billion yen for security printing (2.6% increase year-on-year), 54.8 billion yen for business printing (0.9% decrease year on year), 74.4 billion yen for package printing (0.4% increase year on year), and 34.2 billion yen for other printing (1.8% decrease year on year).

<Printing Machinery Market in Japan>

- In the printing machinery industry in Japan, while commercial printing, publishing, etc. decreased due to the impact of a transition to paperless operations, etc. resulting from digitalization in advanced countries including Japan and while cautious attitudes were seen with regard to capital investment, capital investment in advanced equipment and packaging machinery remained firm in Japan. On the other hand, with regard to overseas markets, the production value increased year on year as export to Asian countries including China was strong.
- According to the Machinery Statistics by the METI, the production value of printing machinery in 2018 was 206.7 billion yen (1.1 increase year-on-year).
- The breakdown by types of machinery was as follows: 159.6 billion yen for printing machinery (6.6% increase year on year), 8.6 billion yen for pre-press machinery (19.4% decrease year on year), 12.8 billion yen for book binding machinery (4.5% increase year on

year), and 25.7 billion yen for paper converting machinery (19.2% decrease year on year).

- According to the Trade Statistics of Japan by the Ministry of Finance, the export value of printing machinery was 148.4 billion yen (1.2% increase year on year) and the import value thereof was 49.8 billion yen (20.2% increase year on year).



	2018	Total	Printing Machinery	Pre-press Machinery	Book binding Machinery	Paper converting Machinery
Production	Million Yen	206,681	159,648	8,554	12,796	25,683
	(YoY)	(1.1%)	(6.6%)	(▲19.4%)	(4.5%)	(▲19.2%)
Export	Million Yen	148,387	100,749	5,863	9,315	32,460
	(YoY)	(1.2%)	(▲1.1%)	(2.7%)	▲2.1%	(10.2%)
Import	Million Yen	49,786	27,973	2,948	2,662	16,203
	(YoY)	(20.2%)	(22.8%)	(▲19.7%)	14.4%	(28.1%)

<IGAS2022>

- The next IGAS (International Graphic Arts Show) is scheduled to be held in 2022. The specific period and venue of the exhibition are yet to be decided.
- The record of IGAS2018 is as follows.

Period	6 days from July 26 (Thur.) to 31 (Tue.), 2018
Venue	Tokyo Big Sight
Scale of exhibition	319 companies/ 2,702 booths
Visitors	55,863



SPAIN

News from Graphispag

The recent edition of Graphispag, organised by Fira de Barcelona, left a great impression on exhibitors and visitors. The fair demonstrated a greater digitalisation of the graphics industry in technology, work flows and the automation of processes. At the same time it reflected the creative and business potential that personalisation, design and new printing formats open, not only to graphic services companies, but also to a multitude of graphics and visual communication solutions user sectors.

With a slight increase (+2%) compared to 2017, Graphispag registered 22.491 professional visits, 7% of the international, mainly from Portugal -which constitutes 38% of foreign visitors-. The fair also attracted professionals from Germany, France, Italy and Andorra, amongst other places. From outside Europe, the countries that contributed the most visitors were Algeria, China, Nigeria and the USA. By sector, according to data from the accreditation system, 34% of the visitors carry out their activity in the area of the graphic services; 20% in the world of design and communication; industrial sectors, manufacturers and distributors made up 36%, while brands and final users made up 6%. The remaining percentage corresponds to other groups (training, entities and associations, consultancy, the press, etc.). This edition of Graphispag brought together a total of 192 exhibitors of machinery and graphic technology, finishes, software, printing formats and materials and 400 brands such as Agfa, Epson, Heidelberg, HP Printing & Computing Solutions and Roland DG.

The President of the Graphispag organising committee, Xavier Armengou, highlighted the good attendance and interaction achieved in the activity areas and especially in the conferences: Visitors were able to discover specific processes such as personalisation, wrapping, packaging and large format printing, functional and 3D printing, as well as aspects related to sustainability, digitalisation and business management that they can put into practice in their daily lives. Armengou also referred to the involvement of technology and materials manufacturers in these areas that allowed the presence of their brands to extend beyond the stands and, in a collaborative way, to show the trends that push graphics and visual communication and which make the sector grow.

Graphispag was the stage for the presenting of the Liderpack Awards 2018, organised by Asociación Graphispack. In this edition, 18 awards were given in the packaging speciality, seven in the POS section and one in the “Young Design” category, reserved for students.

During Graphispag 2019, the graphics market segmentation survey was presented. This survey has been developed between several associated companies and gathers some sectors such as offset machinery, inks and varnishes, large format and digital commercial machinery.