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manroland web systems and Goss International complete business combination

Forward-looking merger enables global market presence, broad product range, technological excellence, long-term comprehensive customer support, and e-business in the web-fed printing market.

manroland web systems and Goss International ("Goss"), both long-time web offset printing manufacturers and service providers, announce that they have completed the transaction to combine their businesses. The new company will operate under the brand name "manroland Goss web systems" and will be the strongest supplier to web printing companies worldwide.

Alexander Wassermann, CEO of manroland web systems, will become CEO of the new company with global headquarters in Augsburg, Germany. The company's North American headquarters will be in Durham, NH. Mohit Uberoi, previous CEO of Goss International, will stay connected with the business as a board member and assist the management team with business integration.

The shareholders of manroland web systems and Goss International, the Lübeck-based Possehl Group and NY-based American Industrial Partners (AIP) respectively, will both remain shareholders of the new company supporting the established business-building strategy.

The Contiweb business as well as the manroland web production business are not included in this transaction and will stay independent as AIP and Possehl portfolio companies, respectively.

Merger for synergies, innovation, consistent customer orientation, and optimized services

Alexander Wassermann, CEO of manroland Goss web systems, has clear plans: "Both manroland web systems and Goss International were on a sustainable path to success. We will strengthen this path by increasing our global reach, continuing our innovative and focused R&D activities, and enhancing our market presence through targeted consolidation. Our customers will be able to choose from an even broader portfolio of products and services, supported by the industry leading e-commerce platform MARKET-X."

manroland Goss web systems will concentrate on four main business areas: *System Solutions* (highly automated press and post-press equipment including pre-owned offerings, press relocations), *Engineered Solutions* (mechanical, automation and closed-loop solutions for all types of presses), *Service Solutions* (best-in-class service in parts, labor, tele-support and performance based service agreements) and *E-Commerce Solutions* (electronic marketplace for efficient ordering and logistics performance for all suppliers to the web offset industry).

The starting point for the merger is promising, with the new company relying on the combined expertise of its 1000+ employees and its suppliers. Both manroland web

The **manroland Goss Group** is the leading supplier of web-offset printing solutions: System Solutions for highly automated press and post-press equipment, Engineered Solutions for mechanical, automation and closed-loop upgrades for all types of presses, Service Solutions for parts and labor, tele-support and service level agreements 24/365, and E-commerce Solutions for all suppliers to the web offset industry and beyond.

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systems and Goss will leverage their successful structural and technological developments in recent years within new product development, expansive aftermarket product offerings and development of a lean business structure in line with overall market trends to build a strong business platform for the future.

With its broad range of products and services, the new company will be the high-performance partner for all web printers. The common goal is to support the performance of customers with a “best of the best” approach. Starting August 17th, 2018, the combined company will work actively with all customers on a positive development of the web-fed printing business.

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