

# Q4: Quarterly Industry Update

AS OF December 31, 2019



## Industrial Printers

### INDUSTRY SUMMARY

COGENT VALUATION identified **Industrial Printers** publicly traded companies, IPOs, and recent M&A transactions within the Industrial Printers industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Over the last year since December 31, 2018, the median 52-week share price return of the Industrial Printers industry was -12.2%. Between December 31, 2017 and December 31, 2019, the median EV/EBITDA multiple increased from 7.6 to 12.6. However, the median price-to-earnings multiple decreased from 20.8 to 14.6 over the same period. The median revenue growth and EBITDA margins for the industry for the quarter were 0.7% and 9.7%, respectively.

### Public Company Key Statistics

Median 52-Week  
Return

-12.2%

Median 3-Year CAGR  
Return

1.4%

Median EV/Revenue  
Multiple

1.3x

Median EV/EBITDA  
Multiple

12.6x

Median Price/Earnings  
Multiple

14.6x

Median EV/Gross CF  
Multiple

9.0x

## Comparable Public Company Market Price Returns as of December 31, 2019

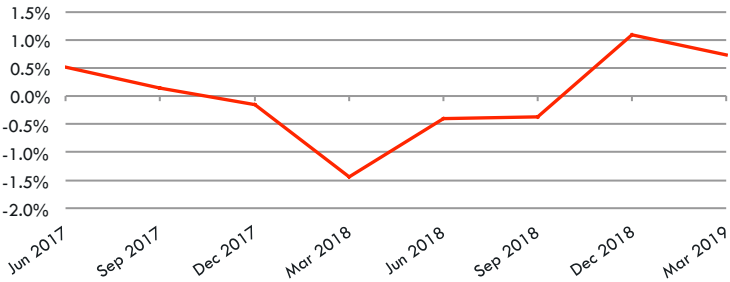
	2019	3 Month	1 Year	2 Year	3 Year	2018	2017	2016
<b>AstroNova, Inc.</b>	11.9%	11.9%	1.6%	-3.2%	-0.5%	-2.8%	-1.4%	-12.4%
<b>Canon Inc.</b>	-2.7%	-2.7%	16.5%	8.8%	1.6%	32.1%	-7.7%	-4.6%
<b>Eastman Kodak Company</b>	72.6%	72.6%	-53.5%	-31.4%	-30.6%	-80.0%	23.6%	-42.2%
<b>Electronics for Imaging, Inc.</b>	-7.5%	-7.5%	-44.0%	-0.7%	-1.1%	-32.7%	-6.2%	9.1%
<b>Pitney Bowes Inc.</b>	-2.6%	-2.6%	-16.9%	-16.0%	-17.5%	-26.4%	-26.4%	-15.3%
<b>Quad/Graphics, Inc.</b>	12.2%	12.2%	0.4%	36.7%	5.5%	-15.9%	189.0%	-59.5%
<b>Stratasys Ltd.</b>	1.1%	1.1%	-1.5%	-6.6%	-42.4%	20.7%	-29.6%	-71.7%
<b>The ExOne Company</b>	-13.3%	-13.3%	-28.6%	30.1%	-18.4%	-10.1%	-7.0%	-40.2%
<b>TransAct Technologies Incorporated</b>	-1.5%	-1.5%	61.1%	3.7%	13.1%	100.8%	-23.2%	57.0%
<b>voxeljet AG</b>	-24.9%	-24.9%	27.5%	9.5%	-26.9%	59.2%	-36.1%	-44.7%
<b>Median of Industry Public Companies</b>	-2.1%	-2.1%	-0.5%	1.5%	-9.3%	-6.4%	-7.3%	-27.8%

Multiple year periods are calculated as the average annual return.

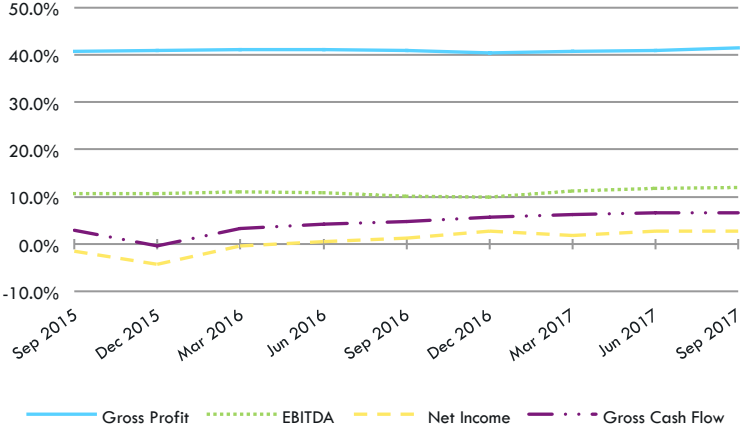
■ Highest Return   
 ■ Lowest Return   
 ■ Median Return

# Industry Revenue Growth and Profit Margins for the Past Two Years

Median Quarterly Revenue Growth of All Industrial Printers Companies



Median Gross Profit, EBITDA, Net Income, and Gross Cash Flow Margins



## Public Company Median Multiples by Quarter

	12/31/19	9/30/19	6/30/19	3/31/19	12/31/18	9/30/18	6/30/18	3/31/18
<b>EV/Revenues Multiple</b>	1.2x	1.2x	1.3x	1.3x	1.3x	1.1x	1.0x	1.2x
<b>EV/EBITDA Multiple</b>	11.8x	12.0x	11.9x	8.1x	8.0x	8.2x	7.3x	7.6x
<b>Price/Earnings Multiple</b>	14.4x	17.2x	14.9x	22.8x	21.3x	21.3x	30.4x	20.8x
<b>EV/Gross Cash Flows Multiple</b>	9.7x	10.8x	11.0x	11.7x	11.5x	11.7x	10.2x	14.0x

■ Highest Multiple   
 ■ Lowest Multiple   
 ■ Median Multiple

## Industry Initial Public Offerings - Industrial Printers (dollars in millions, except share prices)

Offer Date	Company Name	Offer Price	Shares Offered	Amount Raised	Total Assets	Debt	LTM Revenues	LTM EBITDA	LTM Net Income	LTM Cash Flows
12/12/19	<b>Aurora Labs Limited</b>	\$0.15	14.0	\$2.2	\$0.1	\$0.0	\$0.0	\$0.0	(\$0.2)	\$0.0
12/5/19	<b>Midwich Group Plc</b>	\$3.01	36.2	\$109.0	\$184.5	\$71.5	\$464.9	\$23.4	\$7.4	\$24.6
11/17/19	<b>voxeljet AG</b>	\$13.00	6.5	\$84.5	\$17.1	\$9.1	\$13.6	\$1.0	(\$0.6)	\$2.8
2/6/19	<b>The ExOne Company</b>	\$18.00	5.1	\$95.4	\$27.4	\$17.2	\$28.7	(\$9.9)	(\$13.8)	(\$8.3)
7/28/18	<b>Creo Inc.</b>	\$15.00	5.0	\$75.0	\$136.9	\$6.8	\$158.1	\$29.6	\$13.6	\$29.6
11/13/17	<b>Mettler-Toledo International Inc.</b>	\$14.00	6.7	\$93.3	\$768.2	\$485.6	\$858.1	\$60.9	(\$194.3)	\$87.5
10/9/17	<b>Splash Technology Holdings, Inc.</b>	\$11.00	2.6	\$28.6	\$9.7	\$0.0	N/A	N/A	N/A	N/A
	<b>Median IPO</b>	nm	nm	\$84.5	\$27.4	\$9.1	\$83.1	\$12.2	(\$0.4)	\$10.6

## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
12/1/19	<b>S-Printing Solution Corp.</b>	HP Inc.	\$1,050.0	75%	N/A	N/A
11/12/19	<b>Concept Laser GmbH</b>	General Electric Company	\$599.0	100%	\$3,505	1.0x
11/29/18	<b>Lexmark International</b>	Legend Capital	\$3,740.5	100%	\$25.7	1.1x
2/29/16	<b>Zephyr Co. Pte. Ltd.</b>	CCL Design GmbH	\$27.8	100%	\$523.6	2.9x
6/11/15	<b>Domino Printing</b>	Brother Industries, Ltd.	\$1,561.9	51%	\$4.0	1.9x
3/30/15	<b>First EIE SA</b>	inspec Inc.	\$4.0	100%	N/A	N/A
9/3/13	<b>Imagelinx plc</b>	Sonoco Trident Ltd.	\$3.3	100%	\$15.7	39.2x
6/1/13	<b>Cadorit AB</b>	PaperlinX A/S	\$614.9	100%	\$3.1	0.3x
2/25/13	<b>IMPIKA SA</b>	Xerox Corporation	\$53.0	100%	\$21.1	2.5x
12/1/12	<b>Objet Ltd.</b>	Stratasys Inc.	\$664.9	100%	\$132.9	4.5x

■ USA
 ■ International

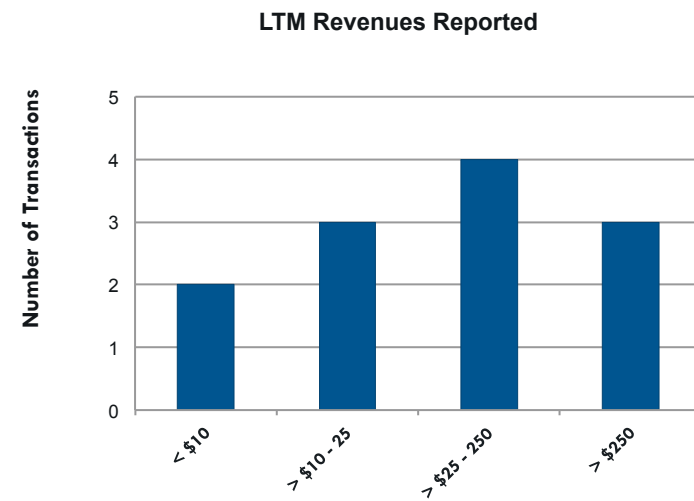
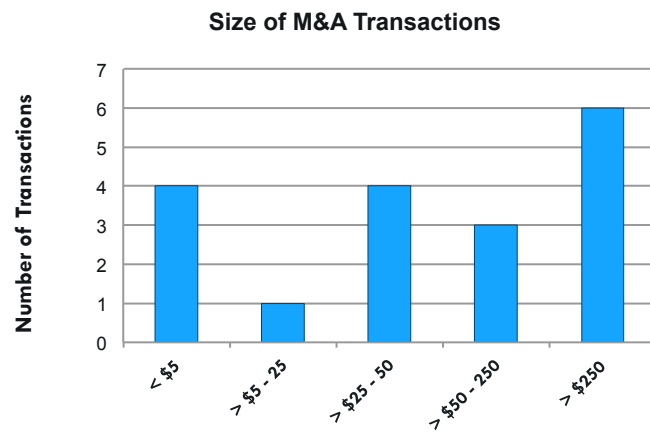
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## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)

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Transaction Date	Target	Acquirer	Transaction Size	% Bought	LTM Revenues	EV/ Revenues
10/31/12	<b>Presstek Inc.</b>	<b>MAI Holdings, Inc.</b>	\$29.6	100%	\$113.4	0.2x
7/2/12	<b>Goss International</b>	<b>Shanghai Mechanical</b>	\$90.7	100%	N/A	N/A
6/25/12	<b>PostJet Systems Ltd.</b>	<b>Domino Printing Sciences</b>	\$25.7	100%	N/A	N/A
6/5/12	<b>Taiyo Bijyutsu Shikou</b>	<b>N/A</b>	\$1.3	100%	\$17.3	0.1x
3/20/12	<b>Baldwin Technology</b>	<b>Forsyth Capital Investors</b>	\$39.5	100%	\$156.8	0.2x
1/10/12	<b>Cretaprint S.L.</b>	<b>Electronics for Imaging</b>	\$52.0	100%	N/A	N/A
9/20/11	<b>Formero Pty. Ltd.</b>	<b>3D Systems Corporation</b>	\$8.0	100%	N/A	N/A
8/22/11	<b>Gerber Scientific, Inc.</b>	<b>Vector Capital</b>	\$297.8	100%	\$462.5	0.6x
	<b>Median of the 18 M&amp;A Transaction Targets</b>		<b>\$52</b>	<b>100%</b>	<b>\$25.7</b>	<b>1.1x</b>

## Size of Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)





**Definitions of Financial Terms Used in this Quarterly Industry Update:**

**Enterprise Value (EV):** Market Value of Equity + Market Value of Debt —Cash

**Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA):** Referred to as operating profit or operating earnings.

**Gross Cash Flows:** Net Income + Depreciation and Amortization Expense

**Latest Twelve Months (LTM):** Financial information is as of the latest twelve months through the date of this Quarterly Industry Update.

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