5 is the average number of products offered.

The most popular products:
- Industrial Decals/Labels (71.4%)
- Industrial Part Marking (66.7%)
- Instrumentation/Dials/Overlays (57.1%)

Industry convergence

<table>
<thead>
<tr>
<th>Industry convergence</th>
<th>Average revenue contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Graphic and Sign (50.0%)</td>
<td>Graphic and Sign (18.9%)</td>
</tr>
<tr>
<td>Commercial Printing (33.3%)</td>
<td>Commercial Printing (9.0%)</td>
</tr>
<tr>
<td>Apparel Decoration (25.0%)</td>
<td>Apparel Decoration (14.8%)</td>
</tr>
<tr>
<td>Packaging Printing/Converting (16.7%)</td>
<td>Package Printing/Converting (9.3%)</td>
</tr>
</tbody>
</table>

Future looks promising

- Expected Increases:
  - 73.7% in sales
  - 63.2% in pre-tax profitability
  - 63.2% in production/amount of work
  - 52.6% in employment
  - 52.6% in prices for products sold

Industry confidence

- 57.1% Positive
- 42.9% Neutral

75.0% use more than 50.0% of their potential production

The majority (85.0%) provide finishing services, with the most popular being lamination (52.6%) and die cutting/laser cutting (47.4%)

Based on 2019, Q1 SGIA Survey – Markets and Products (N=24)