



Annual Report

2018-2019



About FESPA

As a global federation of Associations for the wide-format printing community, FESPA's role is to support the speciality print sector. This includes all our stakeholder groups by supplying relevant information and events to help them sustain and grow their businesses, scope new technologies, explore market opportunities and push the boundaries of print.

FESPA provides a range of global exhibitions, educational events and market intelligence covering digital printing, screen printing, textile printing, garment decoration and signage to a worldwide audience, in addition to supporting local projects delivered via our much-respected member Associations.

Associations

- | | |
|------------------------------------|----------------------------------|
| 1 SGIAA | 20 FESPA NEDERLAND ASSOCIATION |
| 2 VERBAND DRUCK & MEDIEN TECHNIK | 21 FESPA NORWAY ASSOCIATION |
| 3 FEBELGRA | 22 SIDGAP |
| 4 FESPA BULGARIA ASSOCIATION | 23 PSSiDC |
| 5 CSGIA | 24 APIGRAF |
| 6 HRVATSKA UDRUGA SITOTISKARA | 25 ARSIT&D |
| 7 ASD | 26 RSPA |
| 8 GRAKOM | 27 SPA |
| 9 FESPA FINLAND ASSOCIATION | 28 SZSDT |
| 10 FESPA FRANCE ASSOCIATION | 29 PRINTING SA |
| 11 BVDM | 30 FESPA ESPAÑA ASOCIACIÓN |
| 12 FESPA HELLAS ASSOCIATION | 31 SLAP |
| 13 MAGYAR SZITANYOMOK SZOVETSEGE | 32 FESPA SWEDEN ASSOCIATION |
| 14 SPAI | 33 VERBAND WERBETECHNIK+PRINT |
| 15 FESPA ITALIA ASSOCIAZIONE | 34 TSGA |
| 16 JSDPA | 35 ARED |
| 17 SPAK | 36 USDPA |
| 18 CANAGRAF | 37 FESPA UK ASSOCIATION |
| 19 NEPAL PRINTERS' ASSOCIATION | |





Contents

President's Opening Statement.....	4
Introduction.....	5
Financial Review	6-9
FESPA Reinvests	10-13
Recent Exhibitions	14-15
FESPA Leads	16-17
FESPA Shares Knowledge.....	18-22
Associations.....	23
The Board	24
Secretariat.....	25
Forthcoming Events	26-27

FESPA's mission

"To be the leading globally connected imaging community reinvesting its profits for the purpose of inspiring, educating and growing the industry."



President's Opening Statement

Christian Duyckaerts, FESPA President



This is now the third year of my FESPA Presidency and I continue to be excited and inspired by the positive work of our Associations and the sustained growth and development of our events.

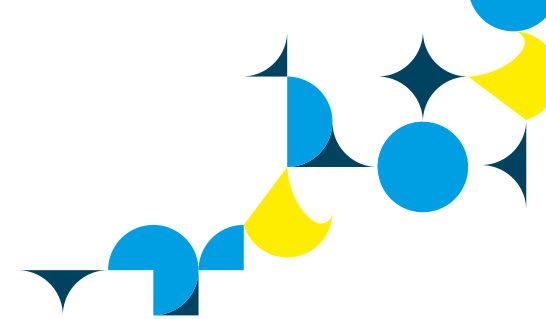
It's always rewarding to see the projects that have been successfully realised by our local Associations, supported by FESPA through our Projects Committee and Development Fund. I'm also delighted to see the number of FESPA-branded Associations grow to ten, expanding visibility of

the FESPA brand beyond our events and boosting awareness of what FESPA stands for as a community support organisation. You'll find more information on some of these FESPA Association projects on page 10.

We are driven by the importance of knowledge-sharing and education, but to share information effectively with our global member community through our many Associations requires excellent communication. With this in mind, we have this year taken the important step of establishing a Translation Fund for our Associations to help them localise centrally created materials and communicate clearly with existing and prospective members.

Over the last six months, we have hosted a number of successful FESPA exhibitions and events, which have provided important platforms for members and print service providers to network. The value of FESPA events as meeting points for the global industry is very close to my heart, and seems to me one of the most valuable aspects of FESPA's offering. We continue to intensify our commitment to creating opportunities for education and networking between members.

As we pause to look back, we can also look forward to an exciting year ahead. We have a number of promising projects on the table for the remainder of 2019, starting with our next Global Print Expo, which returns to Munich, Germany, from 14 to 17 May 2019. Over the years we have invested substantially to bring to life the commercial opportunities for speciality printers. Today, visitors to our shows have access to an array of educational and



inspirational features, like Printeriors, Print Make Wear and our new Colour L*A*B*. Seeing visitors build their knowledge and leave with inspired ideas for the future of their business is a very rewarding aspect of my role.

As a printer myself, it's hard to suppress my own anticipation when walking into a FESPA expo. I can't wait to see our exhibitors bring our amazing range of printed applications to life and celebrate the colour and energy of our visual communications industry.

I'd like to say a big 'thank you' to the global FESPA teams for their continued hard work to deliver incredible products and services to our exhibitors, visitors, Associations and members, and look forward to a successful year ahead.



The FESPA Board



FESPA Global Print Expo 2018

Introduction

Neil Felton, FESPA CEO



Over the past six months, several successful FESPA shows have taken place, demonstrating the continually expanding reach of the FESPA community around the world. In February 2019, Asia Print Expo welcomed over 4,000 print professionals to the iconic city of Bangkok where world-class speakers shared knowledge both on the show floor and in an exclusive conference run in partnership with our Thai Association, TSGA. More recently, I had the pleasure of visiting São Paulo for FESPA

Brasil 2019 which saw the largest ever edition with over 18,000 visitors.

As a federation, our focus is always to best serve our community. As the audience of our global activities grows, we continue to explore new territories, new markets and new opportunities in support of our mission to continually educate and inspire the industry.

Sean Holt, FESPA Executive Director



As we celebrate another successful year in FESPA's history, it's not just a time for reflection, but an opportunity to look ahead and define the focus for the coming years. The ongoing commercial success of FESPA enables us to continue to increase our investment into the print and signage community.

Over the past year, we've seen the development of our Club FESPA brand. Now it isn't only a hospitality stand at our flagship Global Print Expo event, but a place at every FESPA show where members can meet, share knowledge and be inspired by their peers. It is also an important recruitment platform for our Associations. We have recently also launched the Club FESPA Online Portal; an exclusive member's only content platform where all FESPA members can enjoy access to unique business building content from expert writers. We are currently updating the FESPA Technical Guides and preparing to roll out a FESPA introductory colour management course, whilst working with our Associations to extend and share their educational content beyond their own geographical boundaries, to enhance the benefits available to members of our respective Associations.

As we look toward the future, we have listened to the feedback from our Associations network and the challenges they face around attracting, retaining and upskilling the best talent. The launch of our membership recruitment video has been one of the ways that FESPA is supporting our community to evolve. In addition, FESPA will be focusing on training and development, and has plans to develop an international network of FESPA endorsed training facilities which will be able to develop the skills of printers and sign makers for many years to come. I look forward to sharing our plans with you as the year progresses.



Club FESPA Stand, Berlin 2018



Printeriors, FESPA Global Print Expo 2018

Financial Review

January 2018 - December 2018



Andy Fearn,
FESPA Head of Finance

FESPA Ltd recently changed its financial year end from 31 March to 31 December to align with our subsidiaries.

As the company is a Trade Federation representing the interests of its members, its key purpose is the generation of profit to reinvest in the global printing community. As such, the Directors consider profit and investment in the Associations to be key indicators of our progress to deliver on our mission. Both underlying profits and payments to Associations continue to grow each year.

FESPA Global Print Expo



2018 SAW A 22% INCREASE IN UNIQUE VISITORS



186,505 LEADS WERE GENERATED BY FESPA 2018 EXHIBITORS

FESPA Mexico



SAW A 28% INCREASE IN EXHIBITION SPACE IN 2018

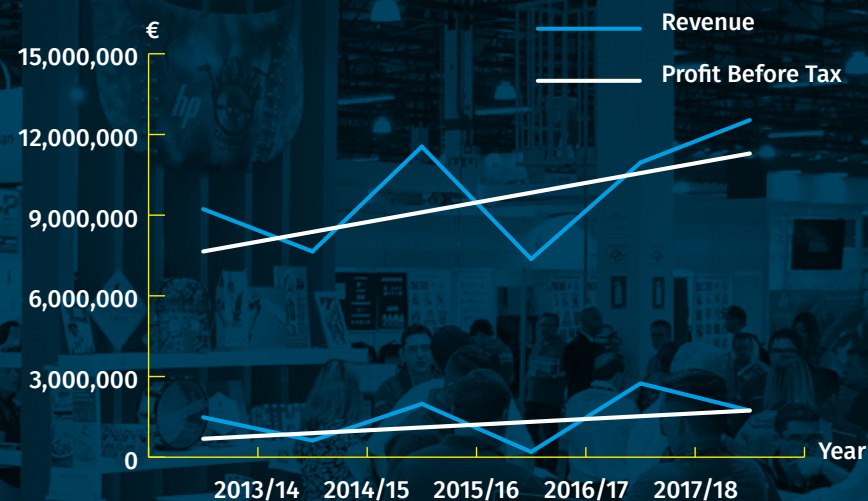


ATTRACTED 38% MORE VISITORS THAN 2017

FESPA has achieved the following highlights in 2018 in terms of commercial performance and financial investment:

- FESPA Global Print Expo 2018 was held in Berlin in May 2018 and generated over €10m revenue for the first time. European Sign Expo 2018 also generated over €1m revenue for the first time. FESPA Global Print Expo 2018 was the first edition of the new annual cycle which saw the flagship event move from a biennial exhibition alternating with a FESPA Digital event. The decision was made following consultation with exhibitors and visitors, announced in 2017 to provide the global speciality print community with one comprehensive yearly destination event, covering all technologies, processes and applications
- Mexico 2018 revenue was 17% up on the previous year, generating over €1m revenue for the first time
- Annual investment of over €1m in Associations is still increasing each year, including the approval and support of more than 60 projects in the past year
- We have relocated the Mexico team to a brand-new office in Mexico City and opened a new office in Guangzhou, China to support a significant growth in sales from the region

Profit & Revenue



2018 Association Funding

Investment Activity in 2018	€'000s
Projects Committee	233
Development Fund	102
Association Fees	322
FESPA Print Census Report	84
Club FESPA	88
Other (Education, Secretarial Support, Committee Meetings, Membership Recruitment)	191

Feature Wall, Printeriors

Wrapped Vehicle, World Wrap Masters

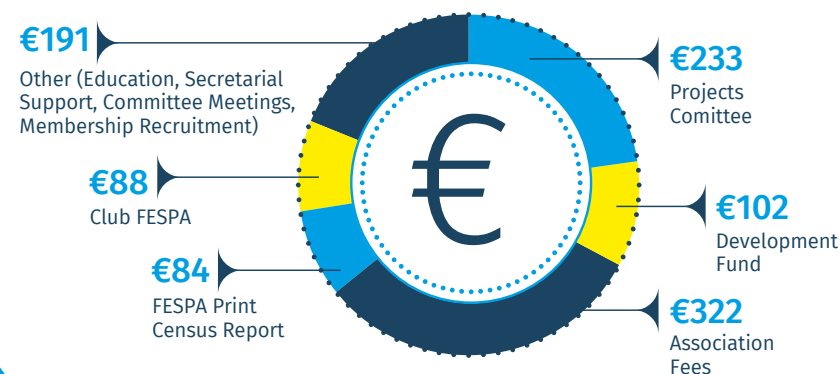


The company is well placed to support its mission and values. Investment is being made in analysing new trends in the marketplace to better advise and support its global print community members in a fast-changing environment. The company has identified and evaluated its major risks, analysed the controls in place to manage those risks, and explored the level of residual risk which is accepted by the business. Risk management and control procedures are an integral part of the operation of the business. The Board of Directors are aware of these risks produced through reporting via a centrally maintained risk register.

“FESPA has recently been re-classified from a small to a medium sized business, which represents the strong financial performance and growth achieved in recent years. Each year this enables us to reinvest more money back into our industry.”

Andy Fearn, FESPA Head of Finance

Investment in our members (€'000s)






The major risks identified include:

- Macro-economic factors including a slowdown in key economies
- Geopolitical environment adversely affecting revenues and demand for products and services
- Foreign exchange rate fluctuations affecting reported earnings
- Specific country risks and emerging markets exposure
- Ability to stage events and attract attendees could be affected by disasters, natural catastrophes, terrorism, political instability or disease
- Changes in business environment
- Technological risk including data breach and cyber security

The company has undertaken a series of measures through which, as far as is possible, the major risks are mitigated. These include the facility to enter into forward exchange contracts to manage exchange risk.

The company continues to invest in its exhibitions, events and products ensuring they remain relevant and up-to-date. The systems and controls in place in planning for and staging events is highly developed. The investment in technology and cyber-security is increasing year-on-year. Some factors are clearly outside the company's control but strategic planning at Board level ensures the company is well placed to deal with these risks which include BREXIT and the new GDPR directive.

FESPA Key Statistics

	 Revenue €000			 Exhibitors (Unique)			 Visitors (Unique)		
YEAR	2018	2017	2016	2018	2017	2016	2018	2017	2016
FESPA BRASIL	N/A	539	440	N/A	57	52	N/A	15,154	12,816
GLOBAL PRINT EXPO* EUROPEAN SIGN EXPO	11,531	10,435	6,938	682	646	426	20,442	20,456	16,309
FESPA AFRICA	TBC	594	510	TBC	115	93	5,907	5,839	5,592
FESPA MEXICO	1,133	971	868	155	123	157	8,880	8,905	9,433
FESPA EURASIA	259	642	707	104	114	107	6,707	8,761	8,232
FESPA ASIA	574	802	N/A	76	93	N/A	4,207	4,455	N/A

*FESPA Digital in 2016

FESPA Reinvests

Reinvestment into the industry is the central philosophy that drives FESPA. We use our revenues constructively to support the continuous development and growth of the global speciality print sector.

We are motivated to create and grow successful events worldwide to generate further revenue for reinvestment. Our focus is on giving printers access to information to help their businesses grow profitably and sustainably.

FESPA has financed a rich calendar of activities and events in 2018/2019, from the Southern European Congress organised by our Italian, French, Spanish and Portuguese member Associations, to the Print Mexico Congress, as well as a whole host of other activities.

Our Associations are key to the local delivery of many centrally created FESPA products and initiatives. We are also able to subsidise our member Associations to host regionalised events, undertake local research and produce Association collateral that benefits existing members and drives new member registrations. During 2018-2019, FESPA invested in a range of local initiatives and events designed to educate, share knowledge and best practice and build connections between printers.

FESPA Projects Committee Case Studies



FESPA France Congress, Nantes, France

The FESPA France Congress took place at the end of November 2018 in Nantes, France. The two day event was attended by nearly 50 people, who had the unique opportunity to hear about the many different areas of print, including topics such as the FESPA Print Census Report & FESPA Awards, from Emma Tuddenham, FESPA Associations Manager. Also forming part of the agenda, was an included networking dinner and a visit to a nearby training centre. FESPA France is currently working on the launch of two new training programmes and the visit to the training centre provided members with an insight of what is yet to come.



FESPA UK Association, A Passion for Print Textile Conference, Hertfordshire, UK

A Passion For Print Textile Conference focused on interior textile design and print and explored a range of exciting and innovative topics within the world of interior textile printing.

The conference was held at Hatfield House, Hertfordshire, whilst the networking dinner was held at Sopwell House Hotel. The event was attended by 70 delegates and featured speakers from the world of interior design and print. With presentations from 10 speakers covering topics ranging from web to print, sustainability, market overview, and much more.



SGIAA - ASGA Awards of Excellence

The SGIAA - ASGA Awards of Excellence event was held at the end of September 2018. The event was attended by over 300 people and attracted publicity and awareness for the Association in the form of press releases and media coverage. The event followed a similar structure to the FESPA Awards event and is a great example of how Associations are increasingly working on developing their own Awards programmes in their countries.

Adopting the FESPA Name

It has been another successful year for FESPA's Associations, with an increased number of projects and local initiatives, as well as requests for adopting the FESPA name.

Recently FESPA approved the brand to be adopted by the Associations in Greece and Bulgaria, now called FESPA Hellas Association and FESPA Bulgaria Association, respectively.

FESPA is proud to have ten Associations which are FESPA branded. Their interest in adopting the FESPA name clearly shows FESPA's reputation and success within the community while providing a guaranteed stamp of approval and quality.

FESPA Bulgaria Association celebrated its new name with a local Networking Event on 22 November 2018, with special guests FESPA's President, Christian Duyckaerts and FESPA's Executive Director, Sean Holt. The event was attended by 80 guests - members, partners and representatives of the best printing companies in Bulgaria and presented the FESPA Recruitment Video in Bulgarian, as well as the FESPA Bulgaria Art Calendar - given as a personal gift to all those who attended.

Similarly, FESPA Hellas Association delivered their new name through a branded booth at Graphica Expo in February 2019 - renowned to be the most successful exhibition of Graphic Arts in Greece. Their stand was approached by 250 visitors and very clearly promoted the benefits attached to membership for all to see, not forgetting the clever use of the FESPA Recruitment Video, in Greek, to attract attention from afar.



Networking Event, FESPA Bulgaria Association



Desislava Todorova, Board Member and Secretary of FESPA Bulgaria Association says:

"Accepting the respectful FESPA name helped our Association to have a better presence in the printing industry. FESPA Bulgaria is represented by the unified logo. It is now a guarantee for immediate recognition as well as a sign of prestige and an excellent worldwide reputation."



Fontina Lombardia, FESPA Hellas Association President says:

"The adoption of the FESPA brand name and the official recognition of our association, gave us greater prestige in the Graphic Arts and printing industry. Moreover, it assisted us in making an opening in the digital printing market, and to get closer to wide-format digital and textile printers. Having the previous name HEL.SPA (Hellenic Screen Printers Association), made such an opening impossible. We feel that the FESPA brand name will be considered a valuable tool by our members to overcome the recent downward economic trends."



Graphica Exhibition, FESPA Hellas Association

FESPA Development Fund Case Study



FESPA España's campaign, supported by the FESPA Development Fund, aims to increase communication and commercial activities within the Association, to both recruit new members and retain their existing membership. To achieve this, FESPA España has developed a new website, newsletter, magazine and newspaper which is regularly updated by their appointed Communications Manager.

The Association was able to increase commercial activities by training a dedicated person to visit existing members and work on contacting potential members.

Since the start of the project, FESPA España has increased its commercial incentive by making 600 calls to potential members, as well as sent over 300 emails to prospective members. Existing members have benefitted from this extra resource, with over 30 visits being made thus far out to FESPA España events.

As a result, their new website has received 5,205 sessions since the start of 2018, an increase of 21% sessions since the date their project commenced.

FESPA España's membership has subsequently increased by 45 members and they are well on their way to gaining more in the coming months.



Graphica Exhibition, FESPA Hellas Association



"The FESPA Development Fund has been key to our organization over the last two years. With the support of FESPA we have developed a new communication department with new tools like the website, a digital magazine with newsletter and the management of social media where FESPA España is currently on Twitter, LinkedIn and Facebook promoting the Spanish industry. We have also launched a new recruitment plan with the objective of doubling our members in three years."

Pablo Serrano, General Secretary



"The FESPA Development Fund has allowed us to professionalize our communication and commercial areas of the Association as well as move resources to create publications, market studies and training to facilitate decision making in our members' businesses."

Gabriel Virto, President



FESPA España Representatives

Global Congresses

Print Mexico Congress 2019



The 6th edition 2019 program organised by FESPA, offered attendees the opportunity to learn about the direct-to-garment, sublimation in fashion, sales and standardization in screen printing processes. More than 80 industry professionals gathered to listen and learn from industry experts and exchange business ideas to help grow their businesses. The date for the next edition Print Mexico Congress will be released soon.

Southern European Print Congress 2019



The next edition of the Southern European Print Congress will be held on 19-20 June 2019 in Madrid, Spain. It will be hosted by the Spanish Association along with FESPA's Associations from France, Italy and Portugal. The Southern European Congress is a two-day conference which mixes educational sessions with specific networking activities and the opportunity to visit a production site. Simultaneous translation is provided to speakers and attendees in the four languages from the countries involved.



Christian Duyckaerts and the SEPC
Association Presidents 2018

€1m
2018

FESPA INVESTED
OVER €1 MILLION
EUROS IN 2018

20%

FESPA SAW A
20% INCREASE IN
APPROVED PROJECTS
OVER THE LAST
6-MONTHS



Southern European Print Congress Theatre 2018



"Printers all over the world are benefiting more and more from FESPA's reinvestment programme."

Emma Tuddenham, Associations Manager

For more information on becoming a member of the FESPA community, please contact: emma.tuddenham@fespa.com or visit www.fespa.com/become-a-member.

Recent Exhibitions

FESPA has been organising market-specific events since 1963 and has grown its portfolio to serve regional and international print and signage professionals across the world.

FESPA Mexico continues to strengthen its position in Central America



The event in 2018 was the largest ever with over 157 exhibitors occupying 16,000m2 of exhibition space in Mexico City, a 28% increase compared to the same event in 2017. Visitor numbers broke all previous figures, 12,343 total, with 39% more attendees than before.

Under the slogan “Más Allá de la Impresión “ (“Beyond Print”), a professional audience discovered a wide variety of wide-format printing solutions with major players AGFA, HP, Roland, directly exhibiting at the show and all major brands well represented with their regional partners. This edition also saw the largest attendance of screen printing manufacturers at a regional FESPA exhibition with over 2,000m2 of space showcasing the latest screen printing equipment, innovations and solutions. Many new features were introduced to Mexico with Print Make Wear and Printeriors making their regional debuts. With their continued thirst for knowledge and learning, the conference

programme was standing room only for all events and 23 textile workshops held daily were full to capacity.

FESPA Africa saw a positive fifth edition



FESPA Africa, co-located with Sign Africa and Africa Print, celebrated a successful fifth edition. 5,907 unique visitors from over 30 countries, made their way to the Gallagher Convention Centre to be inspired and educated by the wide array of products on display. 75% of visitors were decision-makers or involved in the process. Visitors were able to take part in a range of educational features in 2018; the textile experience, a hands-on workshop by Charlie Taublieb, T-shirt and bag printing workshops, CorelDRAW workshops, the return of the popular Speed Wrap feature and Business Opportunities in print and signage, which were held on various stands around the show.

New and improved feature events at FESPA Eurasia 2018



Print Make Wear made its debut at FESPA Eurasia 2018, comprising live demonstrations of the latest in fast fashion production and garment decoration. Visitors experienced the entire garment process from design through to the finished garments and given the opportunity to engage

directly with experts to learn more. The event also saw the return of the World Wrap Masters Eurasia, Signage Demo and the ARED Signage Awards. FESPA Eurasia 2018, our partnered exhibition with ARED, delivered a successful event attracting 6,706 unique delegates from over 83 countries. Of these visitors, 53% anticipate purchasing new equipment within 12 months of visiting the exhibition.

“As a first-time attendee, I am impressed and delighted to see how all the companies make their products, how they worked and how to do things better. The expo gives me knowledge to take my business to the next level.”

Asghar Khan – Business Owner - Smart Clothing Printing and Signage

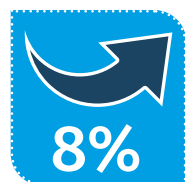
Asia Print Expo 2019 hailed a success under the new title



Formerly FESPA Asia, the newly branded Asia Print Expo 2019 celebrated an illustrious and busy exhibition. The event attracted a high-quality audience from inside the ASEAN region and beyond, with the host country, Thailand making up 80% of the audience. Asia Print Expo 2019 welcomed a 4,681-visitor total, from over 54 countries – presenting an 8%



increase in total visits, compared to FESPA Asia 2018. With a strong textile focus, the new Print Make Wear feature was very well received, and the World Wrap Masters Asia competition returned delivering the best Asian leg of the competition to date! Visitors were also able to learn from industry leaders in the free to attend conference theatre.



**ASIA PRINT EXPO
2019 WELCOMED 4,681
VISITORS, AN 8%
INCREASE FROM 2018**

FESPA Brasil 2019 announced as the best show yet



With confidence returning to the Brazilian economy and supported by the leading manufacturers and suppliers in Brazil, FESPA Brasil celebrated its most successful

exhibition to date. An incredible 18,645 visitors attended the show in São Paulo over the four days resulting in a visitor increase of 23%. The space occupied by exhibitors also saw an increase of 25% in comparison with 2017. All the positive results demonstrated a strengthening of the importance and growth of digital printing throughout the country. Exhibitors showcased high

quality, innovative technologies all printing a variety of applications from large format graphics and textiles to sublimated promotional items and labels. In addition to the increased number of exhibitors, FESPA Brasil also organised many conferences and practical workshops each day focused on business intelligence, digital textiles, new opportunities, sublimation printing, pre-press and workflow. The next edition of FESPA Brasil returns in 2020 from 18–21 March, in São Paulo and is a partnership between FESPA and APS Eventos Corporativos.

“We consider FESPA as one of the most anticipated exhibitions on our calendar for Brasil and this edition saw visitors from across the country together with an international audience. We registered a high flow of visitors on our stand and were able to establish many contacts for future business opportunities!”

Luiz Carli, Director General of OKI DATA Brasil



**53% OF VISITORS
ANTICIPATE PURCHASING
NEW EQUIPMENT IN THE
12 MONTHS SINCE FESPA
EURASIA 2018**

FESPA Exhibitions Director

Roz Guarnori commented:



**Roz Guarnori,
FESPA Exhibitions Director**

Autumn 2018 saw a busy and global schedule of exhibitions, starting with FESPA Africa in Johannesburg, followed by FESPA Mexico in Mexico City, and closing the year with FESPA Eurasia in Istanbul.

FESPA Mexico 2018 saw a record number of visitors and is the largest version exhibition to date, welcoming a total of 12,434 visitors to the Centro CitiBanamex exhibition centre. Watching people still trying to register to get into the exhibition halls at the close of the final day remains an enduring and lasting memory. FESPA Eurasia in Istanbul rounded off a strong year of exhibitions for FESPA.

Fast forward to February 2019 and we headed to Thailand for Asia Print Expo 2019, which drew visitors from 54 countries and presented the opportunity to meet our ASEAN+ Associations in Bangkok. Heading over to Brazil in March for FESPA Brasil 2019 again saw a resounding success, with a huge 18,645 visitors attending the four days of the exhibition.

May 2019 and we return to Munich, Germany for FESPA Global Print Expo and European Sign Expo, a year of exhibitions and an innovative and exciting platform for networking, education and business!

**A SPECIAL THANKS TO ALL OUR
EXHIBITORS OVER THE PAST YEAR!**



FESPA Eurasia 2018



FESPA Brasil 2019

FESPA Leads

As an umbrella federation, FESPA aims to inspire not only our member Associations and their direct members but also the wider global community of speciality printers and their customers.

Our role is to deliver insight and tools for our Associations and their members, such as market intelligence in the form of our Print Census Report, as well as information on trends and new opportunities. We also champion emerging market growth by identifying those regions that would benefit from FESPA events.

Our aim is to help printers grow beyond their existing business offering by embracing new technologies, applications and opportunities.

FESPA Awards Book - 2019 Edition

Established in 1991 the FESPA Awards programme dedicates itself to printers of all disciplines, worldwide. Each year, outstanding talent is showcased and judged by our industry pioneers, where industry standards are set, and inspiration abounds. With the quality of entries raising year on year, 2019 saw dozens of exceptional prints and projects submitted, making the judges deliberations harder than ever.

This year's judges, Michel Caza, Josep Tobella, Peter Kiddell and Graeme Richardson-Locke, convened for three days at the FESPA HQ in Dorking, to carefully analyse and score entries into the Awards.

The FESPA Awards Catalogue – 2019 Edition will launch at Global Print Expo 2019, Munich – the book will unearth our 2019 entries into this year's competition, as well as unveil the masters behind the works.

A copy will be available to FESPA Gala Dinner guests and distributed free of charge in the Awards display area in Entrance East of Messe Munich, on a first come first served basis. For more information please contact events@fespa.com.



**FESPA Awards
Book - 2019 Edition**



Colour L*A*B*

Recognising the need for deeper understanding of colour management best practices within the FESPA community highlighted by the FESPA Print Census Report, FESPA has launched a new educational feature event at the Global Print Expo 2019: Colour L*A*B*.

Colour L*A*B* comprises both a programme of expert presentations and a series of expert-hosted tours of the process steps to achieving consistent accurate colour.

Working to explore ISO12647 and accepted colour data such as FOGRA 39/51 standards, our FESPA Colour L*A*B* host Paul Sherfield (ISO TC130 Committee Member), provides the specialised wide-format print community with the tools and knowledge to consistently measure and monitor colour and to increase both productivity and quality control, enabling print professionals to successfully print repeatable colours across various substrates and print technologies.

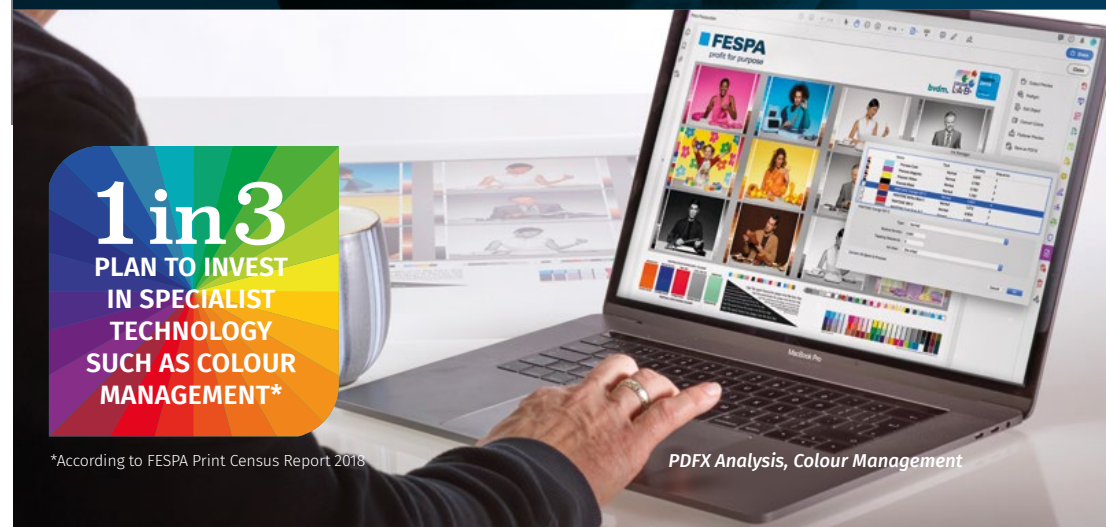
The steps to achieving printed products that are both consistent and reliable, start with the investment in a colour management system. A system that enables the printer to set up Adobe CC colour management, view proofs and prints under controlled lighting conditions using calibrated screens for both hard and soft proofing. Device profiling leads to printed work is then able to be validated to an agreed standard, making for accurate quality and process control.



**1 in 3
PLAN TO INVEST
IN SPECIALIST
TECHNOLOGY
SUCH AS COLOUR
MANAGEMENT***

*According to FESPA Print Census Report 2018

PDFX Analysis, Colour Management





Competition Wrapper, Mexico City 2018



World Wrap Masters, FESPA Mexico 2018

World Wrap Masters

FESPA's World Wrap Masters Series is the most renowned international series of wrapping competitions in the world, with events in every major continent where winners of the regional and national events compete at the World Wrap Masters Finals for the title of World Wrap Master 2019.

**WORLD WRAP
MASTERS**

Each World Wrap Masters event offers the opportunity to network with professional wrap heroes, discuss technical aspects of wrapping, enjoy training workshops and support competitors. In the last six months over 150 wrappers have competed across six regional and national events which are presided by our experienced international judges who critique the competitors' level of skill and quality of wrapping. Competitors have wrapped an assortment of objects including vehicle doors, mannequins, helmets and more.

FESPA's Global Print Expo 2019 will host the World Wrap Masters Europe 2019 and the World Wrap Masters Final 2019 from the 14 - 17 May in Munich. 32 competitors from 17 countries will compete at the World Wrap Masters Europe 2019 and 12 competitors from over 10 countries including South Africa, Russia and Indonesia will compete to be crowned the World Wrap Master 2019.

FESPA Shares Knowledge



16,000+

A COMBINED MEMBERSHIP BASE OF 16,000+ PRINTERS WORLDWIDE' WITH 'A COMBINED MEMBERSHIP BASE OF 16,000+ PRINTERS, SIGN MAKERS AND PROFESSIONALS WORLDWIDE

Knowledge is key to business success, and there are few organisations which bring this concept to life more clearly than FESPA and its network of member Associations. FESPA was founded in 1962 with the purpose of sharing knowledge between its members and that ethos is still at the heart of all FESPA's activities today.

The period of 2018-2019 has seen increased growth in the provision of information to both the member Associations and those who attend, or exhibit at, regional and global events and exhibitions. Sitting alongside this information delivery is a wealth of research to ensure that, not only are the needs of both individual regions and localised target audiences addressed but that also, we continue to look to the future, identifying those trends that will impact printers and their businesses for 2019 and beyond.

Colour Management Developments

After running a successful Colour Management pilot workshop with 12 printers, plans are being finalised to roll out the workshop across our Associations network. Since developing the full workshop syllabus, several Associations have started looking at how the colour management workshop can be best optimised as a member benefit in their countries.

In the meantime, technical presentations have already been given as part of Association seminars by Graeme Richardson Locke, FESPA's Technical Support Manager. Countries which have benefitted from this technical knowledge include Denmark, Slovakia, Sweden and Thailand.



"Providing printers with increased colour management expertise will help the printing community to maintain consistently high quality standards which will have a positive impact on their businesses."

Graeme Richardson-Locke,
FESPA Technical Support Manager

Colour Management Process



FESPA Staff at Club FESPA Stand, Berlin 2018



Group Attendees, Global Summit 2019

Associations Day Presentation at IMEX



Roz Guarnori, FESPA Exhibitions Director has been invited to present at IMEX on 20 May 2019, the global meetings industry event which takes place in Frankfurt. During the Associations Day Conference she'll

be presenting on innovative solutions to overcome the challenges Associations experience in finding, securing and nurturing relationships with corporate partners and sponsors on a long term basis, to gain funding and /or event sponsorship revenues to support their programmes or activities. For more information please visit www.imex-frankfurt.com



Global Summit



In early 2019, FESPA welcomed some of the most influential and innovative leaders of the global print community to an exclusive Global Summit in Dubai.

The objective was to discover and discuss the trends and developments in the wide-format digital, textile and screen printing sectors. What emerged from the presentations of the various international speakers was a common focus on how print entrepreneurs can embrace change and the pre-emptive measures they need to take to future-proof their business.

Three key themes dominated the discussions: digitisation, automation and connectivity. These themes were explored and shared with real-world examples, presented by the leading industry professionals who attended the two-day event.

The Global Summit is key element of FESPA's international re-investment programme, which sets out to gather meaningful insights and intelligence that can be shared with the wider speciality print community.

The next edition of FESPA Global Summit will take place in Bangkok in January 2020. For more information, please visit www.fespaglobalsummit.com.

Club FESPA Online Portal



The Club FESPA Online Portal offers expert content for our members and covers digital and screen printing. The content provides practical, engaging and thought leadership advice to drive businesses forward and features a monthly newsletter.

We want our global community to empower individuals and their businesses, help to identify best practices and implement change for the continued growth of our industry.

The Club FESPA Online Portal features four main content pillars: business advice, 'how to' guides, people in print and tomorrow's world. Business advice offers useful insights to help improve your business' overall operating performance. 'How to' guides help demystify complex topics, bust jargons, expose myths and advises how the latest technological advancements can develop your business. People in print features people in the industry and celebrates successes and lessons from failures. Tomorrow's world provides advice on future planning, identifying opportunities and mitigating potentials risks.

To gain full access to the Club FESPA Online Portal and its exclusive content you must be either a member of your FESPA Local Association or a FESPA Direct member.

For more information please visit www.fespa.com/club-fespa-online-portal.



PEOPLE
IN PRINT



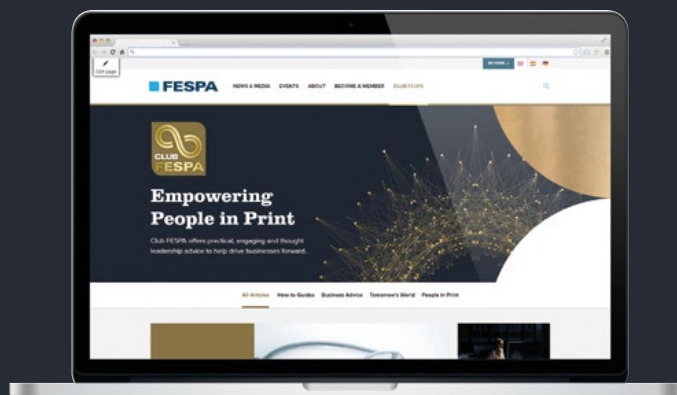
TOMORROW'S
WORLD



HOW-TO



BUSINESS
ADVICE





Club FESPA Hospitality Stand Exterior

Club FESPA Hospitality Stand



The Club FESPA stand returns to Global Print Expo 2019 in Munich bigger and better than ever – in fact 30% larger than in Berlin in 2018.

The stand will once again be designed as the perfect place for our membership to meet, network and relax with complimentary refreshments, WIFI, formal and informal seating areas and also access to a dedicated meeting room.

FESPA encourages its Associations to host gatherings of their members and potential members and provides ample space to do this. It's the ideal opportunity to bring together new and existing members alike to share knowledge and ideas as well as reflect on the countless new and inspirational technologies and solutions on show.

The Club FESPA Hospitality Stand also welcomes FESPA Direct members to the exclusive area reserved by FESPA, at select shows. Just another reason for the calculated growth of the stand.

12 associations held lunches, drinks receptions and meet ups on the stand in 2018 and we look forward to welcoming even more in 2019. The Club FESPA hospitality stand can be found in Hall B4, stand K80.

For more information please visit www.fespa.com/events.



**THE GLOBAL PRINT
EXPO 2019 CLUB FESPA
HOSPITALITY STAND WILL
BE 30% BIGGER IN 2019
COMPARED TO 2018**

Networking at the Club FESPA Hospitality Stand

FESPA Direct Global Membership

Supporting FESPA's mission to be globally connected imaging community, FESPA Direct offers printers in countries where there is no national Association affiliated to FESPA, an opportunity to join FESPA independently through FESPA Direct.

The membership benefits are starting to reach many people across a range of industry sectors, spreading globally from Luxembourg, Taiwan and Brazil, and the community is only expected to grow bigger in 2019!

Making a strong appearance in São Paulo in March, FESPA Direct received some well-deserved attention. Both visitors and distributors from the region were targeted at the largest FESPA Brasil event to date, where they were greeted by some of FESPA's onsite advocates and were able to discuss membership benefits in greater detail. The campaign was also supported by our Brazil partners APS, who provided a great location and beautiful signage promoting FESPA Direct at the show.

The next part of the journey for FESPA Direct is to feature at the Global Print Expo in Munich. Visitors can come to the stand, Hall B4, Stand J38, to sample some of the expert content available as a part of the membership and discuss joining opportunities in person. Furthermore, anyone who is already a FESPA Direct Member or signs up at the event, will be able to visit the Club FESPA Hospitality Stand for some much-needed refreshments and the opportunity to network.

For any enquiries related to FESPA Direct, there is now a dedicated customer email account, please contact direct@fespa.com.

Join today to receive a wealth of benefits, including:

- Exclusive access to VIP area at select FESPA exhibitions worldwide, Club FESPA
- Receive expert content covering the digital and screen printing communities in an exclusive online portal, Club FESPA
- At least 20% off prices for the annual FESPA Awards and Gala Dinner
- A copy of the FESPA Print Census Report, the largest wide-format print research project
- Access to Technical Guides on a variety of topics, plus our Planet Friendly Guides
- Online and offline networking opportunities

www.fespa.com/direct

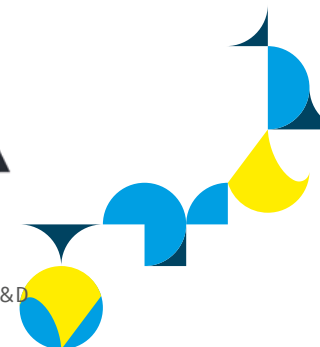


Associations

FESPA is a federation of national Associations, directly representing a combined membership base of 16,000+ printers worldwide. Coming together annually at the General Assembly, which is hosted by a different Association each year, members benefit from networking opportunities, information sharing, Association-focused

events and FESPA-supported local projects.

Our Associations will be identifying themselves as a Member of FESPA in 2019 online via the creation of a carefully qualified logo.



AUSTRALIA | SGIAA
www.sgiaa.asn.au



AUSTRIA | VERBAND DRUCK & MEDIEN-TECHNIK
www.druckmedien.at



BELGIUM | FEBELGRA
www.febelgra.be



BULGARIA | FESPA BULGARIA ASSOCIATION
www.fespa.bg



CHINA | CSGIA
www.csgia.org



CROATIA | HRVATSKA UDRUGA SITOTISKARA
http://croatia.fespa.com



CZECH REPUBLIC | ASOCIACE SÍTOTISKU A DIGITÁLNÍHO TISKU ČR
www.asdcr.cz



DENMARK | GRAKOM
www.grakom.dk



FINLAND | FESPA FINLAND ASSOCIATION
www.fespa.fi



FRANCE | FESPA FRANCE ASSOCIATION
www.fespa-france.fr



GERMANY | BUNDESVERBAND DRUCK UND MEDIEN E.V. (BVDM)
www.bvdm-online.de



GREECE | FESPA HELLAS ASSOCIATION
www.fespahellas.gr



HUNGARY | MAGYAR SZITANYOMOK SZÖVETSEGE
www.fespa.hu



INDIA | SPAI (SCREEN PRINTERS ASSOCIATION OF INDIA)
www.spai.org.in



ITALY | FESPA ITALIA ASSOCIAZIONE
www.fespaitalia.it



JAPAN | JSDPA
www.jsdpa.org



KOREA | SPAK
www.spak.or.kr



MEXICO | CANAGRAF
www.canagraf.mx



NEPAL | NEPAL PRINTERS' ASSOCIATION
www.nepalprintersassociation.synthasite.com



NETHERLANDS | FESPA NEDERLAND ASSOCIATION
www.fespanederland.nl



NORWAY | FESPA NORWAY ASSOCIATION
www.fespa.no



PHILIPPINES | SIDCAP



POLAND | PSSiDC
www.pssidc.org.pl



PORTUGAL | ASSOCIAÇÃO PORTUGUESA DAS INDÚSTRIAS GRÁFICAS DE COMUNICAÇÃO VISUAL E TRANSFORMADORA DE PAPEL
www.apigraf.pt



ROMANIA | ARSIT&D
www.arsitd.ro



RUSSIA | RSPA
www.rspa.ru



SERBIA | SPA
www.printsrbijsa.rs



SLOVAKIA | SZSDT
www.sietotlacovyvaz.sk



SOUTH AFRICA | Printing SA
www.printingsa.org



SPAIN | FESPA ESPAÑA ASOCIACIÓN
www.fespa.es



SRI LANKA | SLAP
www.slap.lk



SWEDEN | FESPA SWEDEN ASSOCIATION
www.fespa.se



SWITZERLAND | VERBAND WERBETECHNIK+PRINT
www.v-w-p.ch



THAILAND | TSGA
www.thaiscreenprinting.or.th



TURKEY | ARED
www.ared.org.tr



UKRAINE | UKRAINIAN SCREEN AND DIGITAL ASSOCIATION
www.usdpa.com.ua



UNITED KINGDOM | FESPA UK ASSOCIATION
www.fespauk.com



FESPA DIRECT
www.fespa.com/direct

The Board



**Christian
Duyckaerts,
President**

FESPA's President is also President of the screen and digital workgroup of the Belgian trade

Association Febelgra. Christian participates in many regional Association events, has chaired FESPA Conferences as well as being part of the FESPA HR Committee. Christian has been managing partner and CEO of a number of innovative businesses since 2000. Christian studied graphic technologies at the technical school TSM Mechelen and at HIGRO, the higher institute for graphic industries in Ghent.



**Christophe
Aussenac
Vice President**

Christophe joined the Board in 2014 and was elected Vice President in 2017. He also serves as President of FESPA

France, the national Association serving the French digital and wide-format printing community. Over the past year Christophe has attended many meetings on behalf of FESPA and hosts the Southern European Congress. Christophe is a founding director of ATC (Autorise Toute Créativité), which he established with his business partner in 1991. The company now employs 70 people and provides a range of interior and outdoor signage, graphics, display and POS services to corporate and agency clients.



**Thomas
Struckmeier
FESPA Board
Member**

Thomas joined the Board in September 2014, to represent the German National

association, BVDM, where he is a Board Member and active participant in the screen printing group. Thomas was a former Board Member of Intergraf, the European Federation of Print and Communication for ten years. Thomas is proud to have attended every European FESPA exhibition since 1996. Thomas has been CEO of Blase Group since 2004; a leading technical print supplier serving clients in Europe and North America, with 250 employees across three production facilities.



**Lascelle Barrow
FESPA Board
Member**

Lascelle has held a seat on the Board for more than 25 years. He was previously President between

1992 and 1996 and served a second term between 2013 and 2015. He currently sits on the Finance and New Business Committees, developing the business strategy for FESPA and is also FESPA's Print Ambassador. Following his technical training at the London College of Printing, Lascelle went on to found Augustus Martin Limited at age nineteen with capital of £100. From this he built a £50m business with a staff of 350 where he remains actively involved.



**György Kovács,
FESPA Board
Member**

President of FESPA from 2010 to 2013 Gyorgy joined the FESPA Board in 1996, following the

foundation of the Hungarian Screen Printers Association in 1992, of which he is President. He represents the countries of Eastern Europe and is active on the FESPA Projects Committee. Since 2000, he has been general director of sign making machine manufacturer Vasco Hungary kft and in 2013 was given the "For the Hungarian Printers" award by the Federation of Hungarian Printers and Paper Makers for his work across the industry.



**Anders Nilsson
FESPA Board
Member**

Anders has represented the Nordic region on the FESPA Board since 2000, serving as FESPA

President from 2007 until 2010. Active in the screen printing industry for almost 30 years, Anders joined the Swedish Screen Printing Association in 1995 and became its President in 1998. A keen advocate of FESPA Events within the ASEAN region, Anders is FESPA's Asia Ambassador and has played a major role on both the Projects Committee and has part of ASGA meetings in India and Thailand.



**Olav Skilbred
FESPA Board
Member**

Olav joined the FESPA Board in September 2015, after being a member of the

FESPA Financial Committee for five years. As a partial owner and Board Member for Barra AS (which focuses on labelling and graphics), and Past President of FESPA Norway Association, Olav has acquired significant experience in the graphics industry. Norway was one of the FESPA founders and the Association celebrated its 50-year anniversary back in 2015.



**Enrico Steijn,
Treasurer**

Enrico has been a Board Member since 2000 and is also Treasurer. He holds a Bachelor's degree in Economics and

has held management roles in the packaging and graphic arts industries since 1985. Enrico is also the Director of Steijn Developments, specialising in mergers and acquisitions, finance and projects developments.

FESPA Secretariat

The FESPA Secretariat, based in Dorking UK, is responsible for organising FESPA exhibitions and events as well as servicing the needs of the Associations and the wider print community.

The team are supported in key regions by local FESPA offices in China, Mexico and Thailand, plus partners in Turkey (ARED), Brazil (APS) and South Africa (Practical Publishing). Our ability to tap into local knowledge through our network of Associations and partners enables us to adapt all of our products to suit the needs of the local market.

The team include speakers of English, German, French, Spanish, Portuguese, Mandarin, Cantonese, Lithuanian, Thai and Romanian and comprises of experts in:

- Global sales and key account management
- Exhibition operations and logistics
- Conferences and educational content
- Integrated marketing campaigns, content and digital marketing
- Finance and administration
- Design and print
- Secretariat management

“FESPA’s secretariat brings a wealth of innovation, skills and experience across multiple disciplines, serving the global community. Their purpose is to passionately support the printing industry through a portfolio of products and services.”

Roz Guarnori,
FESPA Exhibitions Director



Alina Lazar, Andy Fearn, Amanda Tring, Amy Green, Ben Hutchinson, Benjamin De La Grana, Berenice Gallegos, Callum Legg, Candice Burrill, Claire Adams, Duncan MacOwan, Emma Tuddenham, Ericka Zepeda, Graeme Richardson-Locke, Hannah Pan, Jacky Hwang, Janis Kemachadakorn, James Ford, Jessica Arruda, Katherine Parkhouse, Katie Lawless, Kelley-Ann Young Kong, Leighona Aris, Lisa Howlett, Lynda Sutton, Michela Marcantonio, Mike Ryan, Ming Xu, Neil Felton, Oscar Blancas, Roxanna Pineda, Roz Guarnori, Sara Horlock, Sarah Farrell, Sean Holt, Simona Jevdokimovaite, Susan Hamer, and the APS and Practical Publishing teams: Alexandre Keese, Charnia Yapp and Dyelan Copeland.



Asia team



Africa team



Mexico team



Brazil team



Eurasia team

Forthcoming Events

FESPA's 2019/2020 worldwide and ever-expanding event portfolio extends across the globe. Boundary pushing forthcoming shows have been planned in Central America, Africa, Eurasia, Asia, South America, and Europe.

Exhibiting in destinations such as Mexico City, Mexico; Johannesburg, Africa and Madrid, Spain allows for far-reaching exposure, enhanced connectivity and the opportunity to

explore the latest in local print technology. Both the geographical location and venues chosen to exhibit in are carefully assessed by FESPA, to provide a singular, most accessible meeting point for exhibitors and visitors alike. Presenting endless possibilities in print, FESPA serves as the leading wide format exhibition company connecting print service providers and manufacturers with end-users and suppliers across the globe.



The Senate Mexico City, Mexico

FESPA Mexico

FESPA Mexico 2019 aims to attract over 10,000 industry professionals to Centro Citibanamex again this year, as the largest event for wide-format print in Mexico and Central America. Exhibiting over 22-24 August, the 2019 edition will see more exhibitors and brand-new interactive visitor features to further inspire the community.



www.mexico.fespa.com



CBD Johannesburg, South Africa

FESPA Africa

The sixth edition of FESPA Africa, run in partnership with Practical Publishing, will take place between 11-13 September 2019. Returning to the Gallagher Convention Centre, the exhibition will be conveniently co-located with Sign Africa and Africa Print where you can discover the very latest in wide-format digital printing, textile printing, garment decoration, signage and more!



www.fespaafrica.com



Blue Mosque Istanbul, Turkey

FESPA Eurasia

FESPA Eurasia is the leading B2B event for the print and signage industry held annually in Istanbul, Turkey. The 2019 edition will once again take place 5-8 December 2019 at IFM. Last year, attracting a total audience of over 8,500 printers from across the region, the 4-day show plays host to both big brands and key distributors as well as quality educational content.



www.eurasia.fespa.com



Wat Arun Bangkok, Thailand

FESPA Global Summit

FESPA Global Summit is an exclusive, invite only event, connecting the world's most influential and innovative printers from the wide-format digital, textile and screen printing sectors. The next edition Global Summit will take place between 16-17 January 2020 in Bangkok, Thailand and discuss the latest insights, challenges, opportunities and threats confronting the modern print service provider.



www.fespaglobalsummit.com



14 - 17 May 2019 | Munich

AN EXPLOSION OF POSSIBILITIES



Estaiada Bridge Sao Paulo, Brasil

FESPA Brasil

FESPA Brasil is a joint venture with Brazilian events specialists APS Feiras & Eventos and is the busiest regional FESPA exhibition. Held alongside Digital Printing 2020, the next edition will see a return of the successful feature areas for car wrapping, interior décor and sublimation printing, together with the annual conference programme for digital textile printing and print innovation.



www.fespabrasil.com



FESPA Global Print Expo

FESPA Global Print Expo 2020 will be one of Europe's largest exhibitions for the speciality print industry. Taking place in the Spanish capital Madrid and attracting in excess of 18,000 professionals, this event will be the key showcase for innovations across the wide format digital, screen and textile print sectors.



www.fespaglobalprintexpo.com



FESPA Awards

Established in 1991 the FESPA Awards programme is dedicated to printers of all disciplines, from all countries. Each year, this is where the talents of outstanding recipients are showcased and judged by industry experts, it is where industry standards are set and it is also where inspiration abounds. The Awards run alongside European Sign Expo and Global Print Expo.



www.fespaawards.com



European Sign Expo

Heading to the vibrant city of Madrid, Spain, the eighth edition of European Sign Expo takes place between 24-27 March 2020. This exhibition is the perfect setting to discover all non-printed signage and visual communications. Also, conveniently co-located with FESPA Global print Expo 2020, visitors really can benefit from seeing the connection between print and signage and how best to apply it to their businesses.



www.europeansignexpo.com



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