

The U.S. market now accounts for 67 % of Grafica Veneta's global revenue. Solar installations, Carbon Neutral certification and a Chicago-based AI hub are driving the next phase of global expansion.

GRAFICA VENETA STRENGTHENS U.S. PRESENCE CRIF "A" RATING BACKED BY LOCAL PRODUCTION AND INVESTMENT - AI AND SUSTAINABILITY DRIVE FUTURE GROWTH

«In the United States we have made major investments to equip our plants with state-of-the-art machinery, allowing us to deliver the very highest production standards. We are integrating skills, capacity and industrial partnerships across the Atlantic», says Fabio Franceschi, President of Grafica Veneta

Chicago, June 5 2025 – Entering the U.S. market has been pivotal for **GV Group (Grafica Veneta)**, which has today received a public “A” rating with a stable outlook from **CRIF**, one of Europe's leading credit-information and business-scoring providers. This rating underscores the Group's vision and accountability as it expands internationally while maintaining its core identity and continuity.

With more than **250 million books** and **100,000 titles** produced annually, and a workforce of **760 employees** at the end of 2024, GV has established itself as one of Europe's leading book printers. Through strategic investments in sustainability and innovation, the Group became the **first Italian printer to earn Carbon Neutral certification** for printing and binding in 2021.

«The American market is now the cornerstone of our international growth: a dynamic, receptive environment that we have addressed with vision and speed», says **Fabio Franceschi**, President of Grafica Veneta. «Today the United States represents more than two-thirds of our revenue, but—more importantly—it's the market where we're integrating skills, production capacity, and industrial partnerships. We have invested heavily here to outfit our plants with state-of-the-art machinery, enabling us to offer North-American customers exceptionally high production standards. This is where we see the greatest growth potential in the coming years, while never losing our connection to our home region and the values on which we were founded».

Expansion in the United States

Grafica Veneta's expansion in the U.S. has followed a strategic, step-by-step approach, establishing a strong and high-performing presence. Following an initial supply contract in 2019, the company made a significant move in **February 2021** by acquiring **Lake Book Manufacturing, LLC** in Illinois, an established trade-book printer with extensive production capabilities and a well-developed sales network. This was followed in **May 2024** by the acquisition of **P.A. Hutchison Company** in Pennsylvania, founded in 1911 and specialized in black-and-white and two-color educational titles.

These acquisitions have enabled Grafica Veneta to build an integrated U.S. industrial platform that serves international publishers through a single point of contact, optimizing logistics, costs and production capacity between Europe and the United States. This approach resulted in a more diversified portfolio, reduced geographic risk

and a global strategic vision that enhances the company's appeal to technology partners and key suppliers.

The model's effectiveness shows in the figures: **in 2024 the U.S. market generated 67 % of Group's total revenue**, a winning strategy in a rapidly rebounding market.

From Solar Power to AI: the Heart of GV Group Innovation

Environmental sustainability and digital innovation are at the center of the Group's industrial vision. GV has made significant investments to reduce its environmental impact, including the installation of next-generation **rooftop photovoltaic arrays** at its facilities in Italy and the United States. Combined with strict ESG standards, these efforts have earned major accolades for responsibility and climate neutrality. Simultaneously, the company is accelerating on technology, launching AI-driven projects to boost operational efficiency and customer service.

«For more than ten years our plants have been energy self-sufficient thanks to almost **9 MWp** of rooftop solar and a gas trigeneration unit that covers heating and cooling needs. We generate more energy than we consume, feeding the surplus back to the grid—a choice that also shields us from price spikes. This allowed us to achieve Carbon-Neutral production. And we haven't stopped: we have already installed nearly **40 MW** of ground-mounted solar and wind turbines and aim to reach **100 MW** within the next two years», explains **Gianmarco Franceschi**, Head of RES development of GV Group. «We are also launching a cutting-edge **AI compute center in the Chicago metro area** with dozens of high-performance GPU servers. The goal is to offer our clients customized AI solutions that increasingly support their cultural and educational mission. Given the rapid evolution of AI models, we expect the data center may need several hundred nodes in the medium term» adds **Nicola Franceschi**, Innovation Manager of GV Group.

U.S. Publishing: a Market in Recovery

The U.S. publishing scene is rebounding, driven by younger readers' renewed enthusiasm for print and the revival of physical bookstores. Contrary to forecasts of just a few years ago, the printed book has proved exceptionally resilient, while e-book sales have settled at roughly **12 % of the market** on both sides of the Atlantic. This statistic stands out considering that between **2012 and 2015, e-books accounted for approximately 25 % of U.S. book sales**—meaning their market share has more than halved over the past decade. Unlike other entertainment sectors such as music and film, digital formats have not disrupted the book industry, where physical books continue to hold a central position.

Fueled by robust **12.2 % growth** in 2021 and an additional **6.5 % rise in total revenue in 2024**, according to data from the **Association of American Publishers**, the U.S. publishing sector remains a dynamic, receptive arena for **industrial investment in print manufacturing**. Independent bookstores are also on the upswing, further solidifying reading's central role within local communities. In this evolving landscape, Grafica Veneta is positioning itself as a trans-Atlantic player poised to capture the new opportunities of the global publishing market.

GRAFICA VENETA

Founded in 1985, GV Group (Grafica Veneta) is one of Europe's leading book printers. Active in both Trade and Education segments, GV works continuously with major

Italian, U.S. and French publishers, providing an integrated service with high technological and quality content.

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