



# MARQUIS

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CORPORATE  
PRESENTATION

A Division of Lakeside Book Company



*We hope that this presentation will open up dialogue so that we can better understand your specific needs. We believe that Marquis' advanced publishing solutions will drive your future success.*

Sincerely,

A handwritten signature in black ink, appearing to be 'S. Loubier', with a long horizontal flourish extending to the right.

Serge Loubier  
President, Marquis Book Printing



**MARQUIS**

## **CORPORATE PRESENTATION**



**Marquis Book Printing Inc.**



## Our Mission

To be the preferred partner of publishers by offering innovative and integrated printing and logistics solutions.



## Our Vision

To develop an integrated North American printing and logistics platform that anticipates the evolving needs of the book industry.



## Our Values

Our values are connected both to our history and to our future and they guide all our day-to-day professional interactions and decisions as well as our vision. We're proud of our values.



Reliability



Innovation



Commitment



Respect

# ONE OF THE LARGEST BOOK MANUFACTURERS IN NORTH AMERICA



Book production  
capacity  
> 100 million



500,000 sq. ft.  
of production  
and storage



> 3,000 customers



Serving all book  
publishing markets

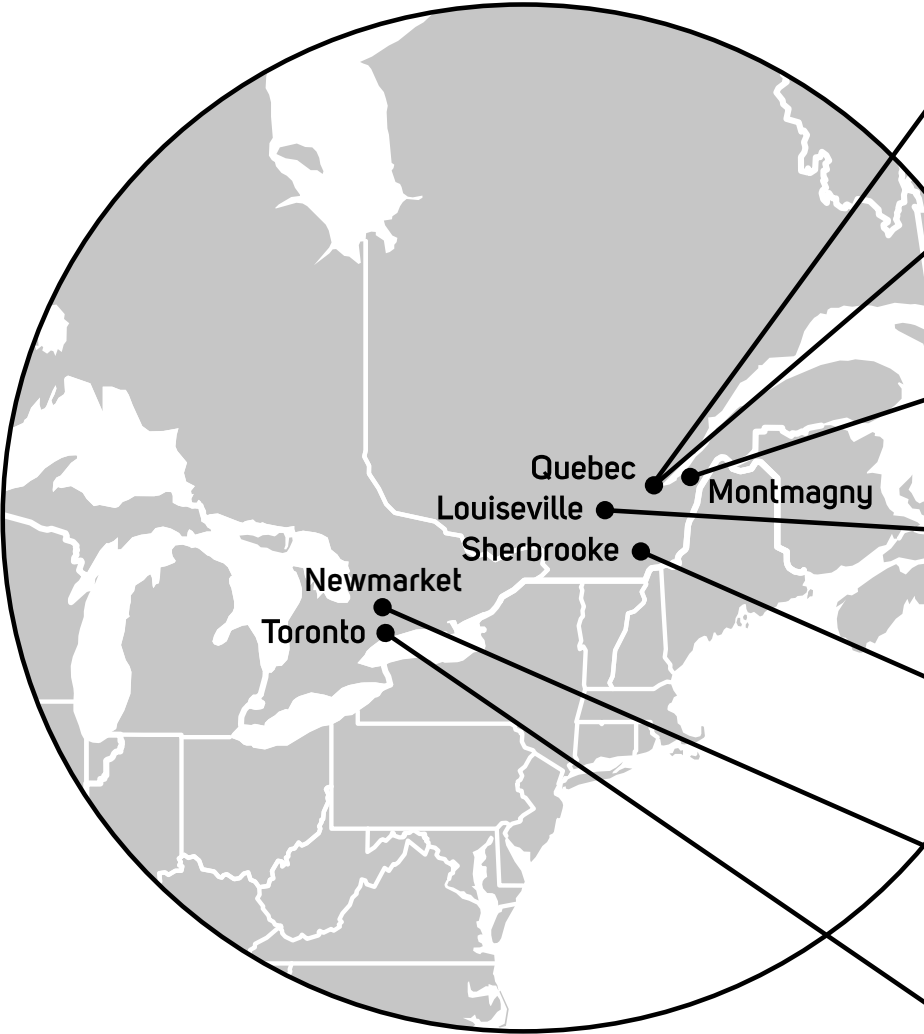


> 600 employees



Manufacturing all  
types of books

# LOCATIONS





**MARQUIS**  
LE LAURENTIEN

Yearbooks and School Planners



**MARQUIS**  
INTERSCRIPT

Graphic Studio  
File Layout and Design



**MARQUIS**  
MONTMAGNY

Offset/Inkjet/Digital  
Short Print Run



**MARQUIS**  
LOUISEVILLE

Web/Offset  
Large Print Run



**MARQUIS**  
SHERBROOKE

Prepress  
Technical Support



**MARQUIS**  
LOGISTICS

Logistics Solutions Centre



**MARQUIS**  
TORONTO

Inkjet/Offset/Digital  
Large and Small Print Runs

# MANUFACTURING SOLUTIONS

## Printing

Sheetfed  
offset/  
web

Sheetfed  
inkjet/  
web

Colour UV

Digital  
toner

## Binding

Soft cover/  
hard cover

Saddle  
stitched

All other  
types of  
bindings

All cover  
coatings  
applications

## Paper

Coated

Uncoated

Eco-  
friendly  
paper

All other  
paper  
types



# PUBLISHER SOLUTIONS

## **Our offer to thousands of publishers:**

Fast turnaround time and flexibility  
with all print run sizes all year long

Innovative integrated print  
and logistics solutions

Fast online book replenishment  
with Marquis Express

Eco-friendly manufacturing options

A gateway to the North American market  
for European publishers



Where it all started in 1937

### SPECIALIZATION

Micro, small and medium size print runs, 1 and 4 colours

### MULTI-TECHNOLOGY

Offset, digital, UV and inkjet

### COVERS

Produced on offset and digital sheetfed presses

### BOOK BLOCKS

Colour: offset press, digital press, inkjet press

UV colour: Heidelberg XL 106

Colour: digital press, inkjet press

### BINDINGS

All types of bindings





One of the largest 1 and 2 colour  
offset printing plants in North America

#### SPECIALIZATION

100% web offset printing for large print runs

#### ZMR TECHNOLOGY

Small and large formats

#### COVERS

Produced on sheetfed offset presses

#### BOOK BLOCKS

Produced on offset presses

6 x 9 – ZMR

Manga (8 ½)

Large format press (8 ½ X 11) – ZMR

#### BINDINGS

All types of bindings and in-line flaps



A Canadian inkjet book printing pioneer

### SPECIALIZATION

Digital, digital inkjet and 1 colour offset printing

### MULTI-TECHNOLOGY

Small and large volume web offset, 1, 2 and 4 colours

### COVERS

Produced on a digital press

### BOOK BLOCKS

Web offset, 1 colour

Digital inkjet, 1 and 4 colours

### BINDINGS

All types of bindings





Logistics centre



Your logistics partner for books sold in Canada

#### REACH YOUR READERSHIP FASTER

Direct fulfillment of pre-sold books

Freight forwarding

Book warehousing, pick and pack, fulfillment

#### LOWER TOTAL SUPPLY CHAIN COST

Cost reduction

Easier management

#### REDUCED ENVIRONMENTAL FOOTPRINT

Lower carbon footprint with shorter book final itinerary

Reduced product obsolescence and waste

#### PARTNERSHIP OPPORTUNITIES TO DEVELOP TAILORED SUPPLY CHAIN SOLUTIONS

Direct fulfillment & other integrated streamlined solutions

Electronic Data Interchange connections

## Integrated Print & Logistics Solutions

Your partner for the printing and the logistics of your books sold in Canada.



## Automatic Stock Replenishment

Stock only the minimum quantity necessary to fulfill immediate orders and meet your zero inventory goal.



## Marquis Express High-Speed Train

High-Speed Train services offer great printing costs by grouping orders of similar products from different customers.



SOLUTION  
FOR  
PUBLISHERS  
MARKET

1-2  
PRE

## CUSTOMERS AND

Trade, Comic Book, Manga, Graphic  
Business Document, Printer, Broker  
and Association, Self-Publishing  
Catalogue, Government



## Graphic Design and File Layout

From design to print, step by step.



## Sustainable Options

Sustainable paper, printing, binding and logistics options.



## Book Printing

All printing and binding options under one roof.

2-3  
INT!

## Marquis Express

Order in 3 simple steps.

## MARKETS SERVED

Classic Novel, Education, University Press,  
Library, Agency, Professional Reference  
Publishing, Religious, Magazine, Journal,  
Government and Institutions



# SOCIAL RESPONSIBILITY



## SOCIAL RESPONSIBILITY REPORT





## Our 3 Pillars



### Community

Marquis and its Laurentien division have been actively promoting youth readership across Canada by sponsoring literary awards, events and activities for more than 15 years.



### Environment

Marquis undertakes to introduce concrete projects to reduce the environmental impact of each step in our process: paper, printing, binding and logistics.



### Employees

Marquis is committed to providing equal access to employment opportunities, continuing to apply the key principles of diversity and inclusion, and pursuing our investments in our infrastructure to maintain a pleasant and safe working environment.



**Making books is our passion  
— having a positive impact  
on people and communities  
is our reward.**





# OVER 85 YEARS OF EVOLUTION

## HISTORY

## INNOVATION

## GROWTH

**1937**

### Marquis Book Printing

Maurice Marquis founds Marquis in Montmagny.

**1940**

### The Bibliobus

Marquis sets up an ingenious distribution system, converting a trailer into a travelling bookstore.

**2007**

### Management Buyout \$18M

**2012**

### Acquisition of two Transcontinental printing plants \$57M

**2012**

### Webcom - Inkjet

First HP T360 digital colour inkjet web press in Canada.

**2011**

### Imprimerie Le Laurentien

Marquis acquires Le Laurentien.

**2014**

### Acquisition of Lebonfon (ex-Quebecor printing plant) \$66M

**2015**

### SoBook

Marquis announces a partnership with SoBook in Europe.

**2016**

### Sustainability

Marquis invests \$1M and creates a new ecological UV colour press.

**2018**

### Webcom

Marquis acquires Webcom.  
\$100M

**2018**

### Epac

Partnership with U.S. firm EPAC and a \$9M investment at its Montmagny plant.

**2016**

### Canadian Business and Profit

Marquis ranked 259th in their top 500 with five-year revenue growth.

**2019**

### Blueline Ranking

The 2019 Canopy Blueline ranking saw Marquis jump from 14th place to 8th place.

**2021**

### Horizon Plan

Marquis accelerates its Horizon 2025 plan and \$30M in capital investments.

**2022**

### 85 Years

Marquis celebrates 85 years of printing!

**2023**

### Marquis Becomes a Division of Lakeside Book Company

Lakeside Book Company acquires Marquis Book Printing.

**2022**

### GTW Acquisition

Marquis acquires GTW, one of the largest book distributors in Canada.



# MARQUIS

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**CONTACT US!**

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