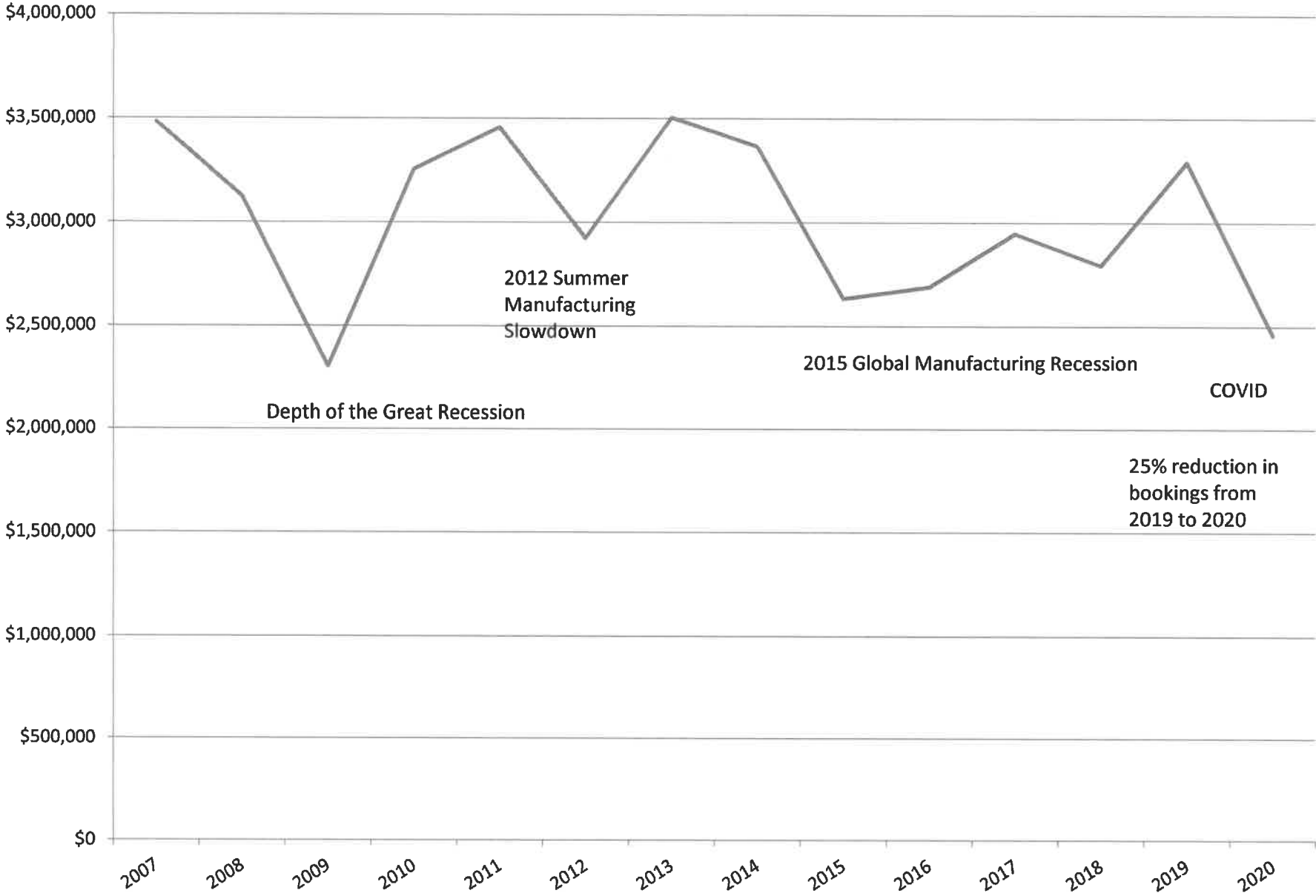


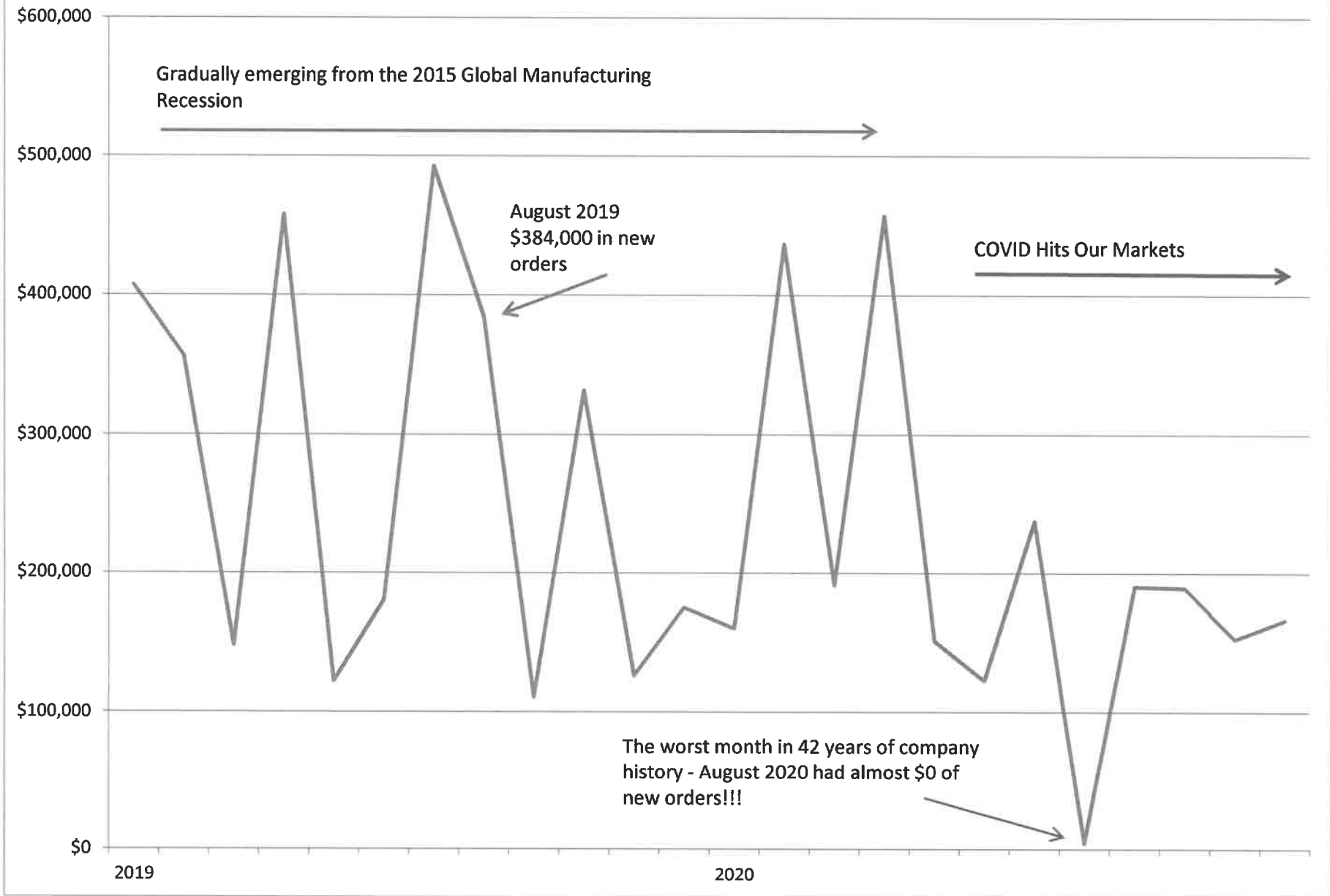
Graphicast, Inc. Background

- **Founded in 1978. Currently have 21 employees.**
- **Provides contract manufacturing services (casting and machining) to about 70 different industrial customers. Only 1 in NH.**
- **Current portfolio of about 170 different, unique parts produced for those 70 customers.**
- **Although new customers and parts are sought and acquired, most of our production is for our existing portfolio of customers and parts.**
- **The timing and size of the production orders is totally under the control of our customers, creating a volatile bookings and production schedule for us.**
- **We try to balance our employment level and manufacturing equipment inventory to, on average, have enough capacity to meet the demand. The Goldilocks Syndrome – not too hot, not too cold - just right.**
- **You need to have a strong stomach to manage the volatility of a contract manufacturing company.**

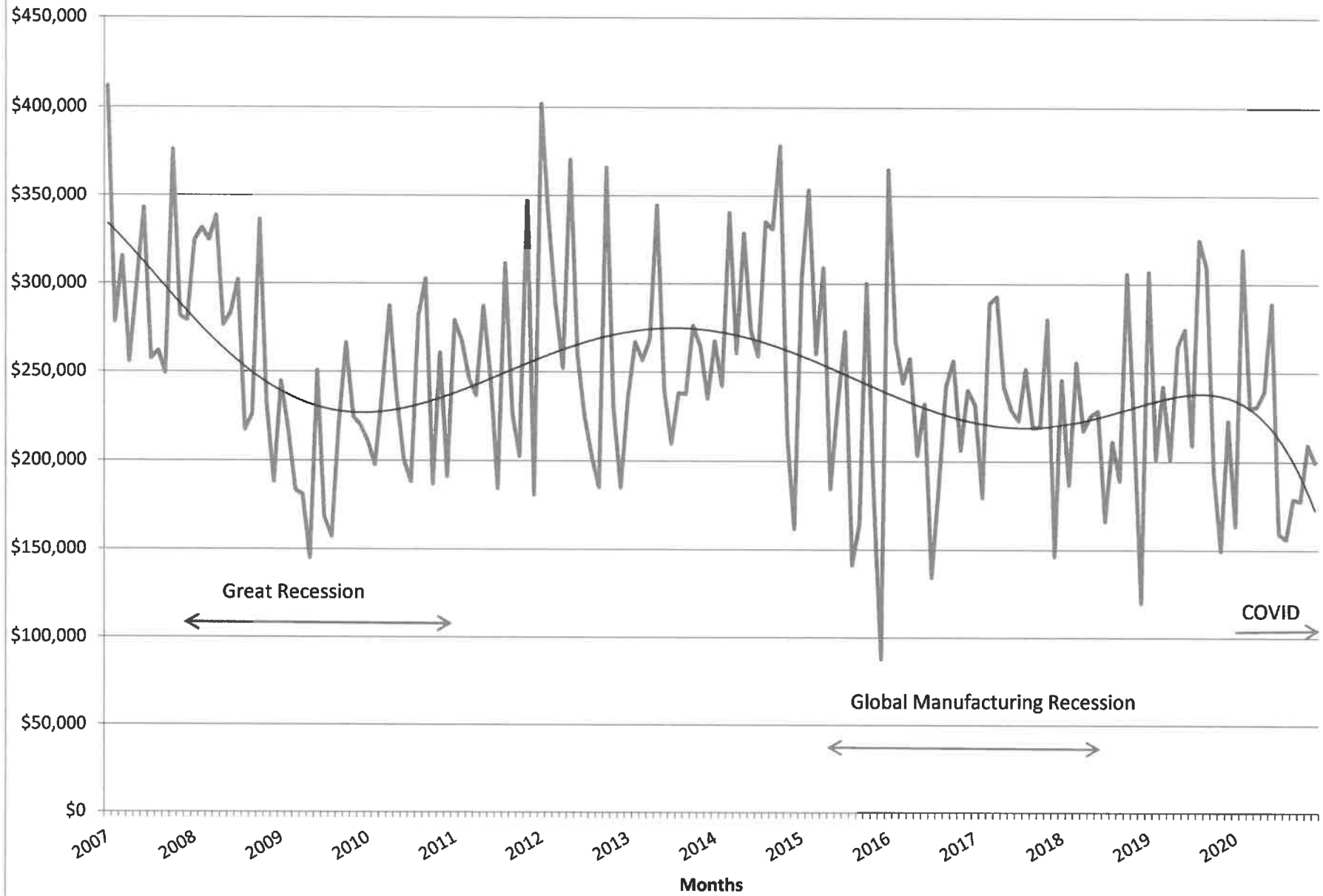
Graphicast - Yearly Bookings



Graphicast - Monthly Bookings 2019 through 2020



Graphicast - Monthly Shipments from 2007 through 2020



Graphicast Shipments - 2019 through 2020

